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United States  
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Foreign  
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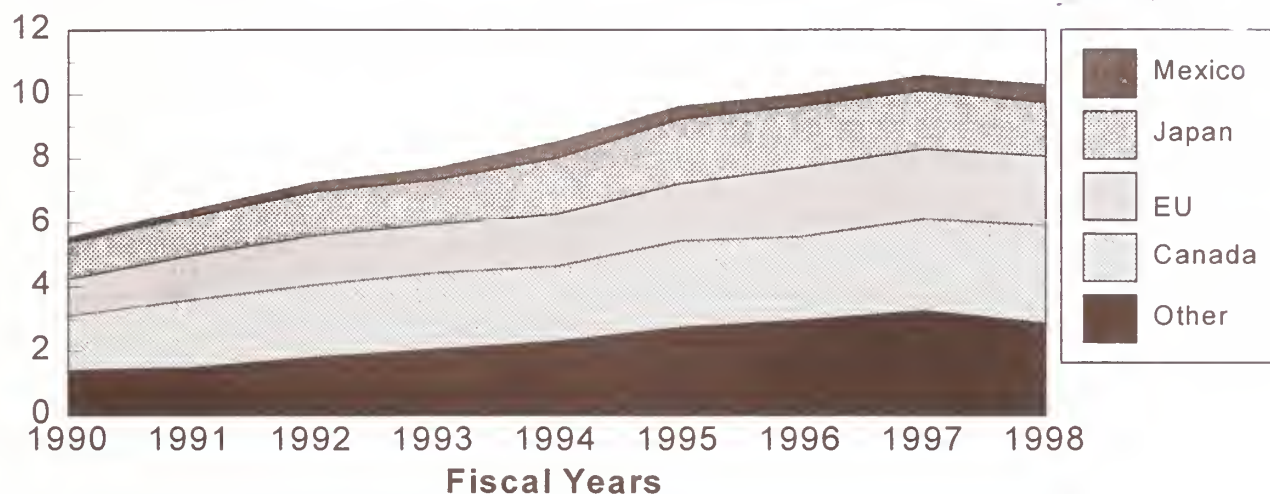
Circular Series  
FHORT 12-98  
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# World Horticultural Trade and U.S. Export Opportunities

88

## U.S. Horticultural Exports Down Slightly in Fiscal Year 1998

Billion Dollars



Source: Bureau of Census

U.S. horticultural product exports in fiscal year (FY) 1998 totaled \$10.3 billion, down 3 percent from FY 1997. The strong U.S. dollar, Japan's economic recession, and the economic crisis in other Asian countries are reasons for the lower exports. Record sales to Canada and Mexico partially offset lower exports to Japan and other Asian countries. Sales to Canada, the top U.S. market, reached a record \$3.05 billion in FY 1998, 6 percent above FY 1997. Products showing the largest gains to Canada in FY 1998 were fresh vegetables, up 10 percent to \$719 million, and fruit and vegetable juices, up 12 percent to \$261 million. Sales to the European Union (EU), the second largest market, totaled \$2.17 billion, or about the same as the FY 1997 value. Higher fresh fruit and wine sales to the EU offset lower exports of tree nuts. Exports to Japan, the third largest U.S. market, decreased 8 percent in FY 1998 to \$1.68 billion, due to the strong U.S. dollar and weak Japanese economy. This is the third straight year that U.S. exports to Japan decreased. Essential oils and fresh citrus accounted for the largest reductions in exports to Japan. Sales to Mexico, the fourth largest market, reached a record \$555 million in FY 1998, 17 percent above the previous year's value. Products with the largest gains were dried and dehydrated vegetables (up \$32 million) and potato chips (up \$13 million). U.S. horticultural product exports in FY 1999 are forecast at \$10.1 billion, 2 percent below the FY 1998 value. A slowdown in sales to Canada is possible because the U.S. dollar has appreciated against the Canadian dollar. Furthermore, the continued economic recession in Japan and the continued weakness in other Asian economies will hamper exports to Asia. On the positive side, horticultural exports continue benefitting from the Uruguay Round and NAFTA tariff reductions, USDA's Market Access Program activities, and export credit guarantees.

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| <u>ANALYSIS</u>              |              |   |
|------------------------------|--------------|---|
| Frank Hokana                 | 202-720-0875 | Production coffee/sugar; PSD: cocoa   |
| Sam Rosa                     | 202-720-6086 | Fresh deciduous fruit, trade issues database coordinator, apple juice, olives, mushrooms  |
| Vacant                       | 202-720-3423 | Trade policy, food safety, and plant health coordinator, ATAC briefing paper coordinator, key development coordinator                               |
| Lisa Anderson                | 202-720-3423 | Tree nuts, avocados, tropical fruit, nursery products, Canada snapback, circular team   |
| Bob Knapp                    | 202-720-4620 | Canned deciduous fruit, kiwifruit, special projects   |
| Emanuel McNeil               | 202-720-2083 | Fresh and processed vegetables (excl. potatoes), cut flowers  |
| Debra A. Pumphrey            | 202-720-8899 | Coffee supply and demand (excl. production), spices, essential oils, U.S. tea trade, trade forecasts, information technology coordinator            |
| Stephanie Riddick            | 202-720-9792 | Table grapes/grape juice, wine/brandy, circular team  |
| Joe Somers                   | 202-720-2974 | Situation/Outlook coordinator, monthly circular supervision, trade forecast coordinator, FAO citrus liaison, reporting coordinator, circular editor |
| Mark Petry                   | 202-720-6877 | Fresh and processed citrus, sugar trade, honey, circular team   |
| Vacant                       | 202-720-3423 | Dried fruit, berries, beer/hops, melons, circular team, NAFTA quarterly report  |
| Janise Zygmunt               | 202-720-1176 | Organics/Analysis, biotechnology issues   |
| <u>MARKETING</u>             |              |   |
| Ted Goldammer                | 202-720-8498 | Potato analysis, hops, citrus   |
| Pamela McKenzie              | 202-720-2252 | Berries, kiwifruit, papaya  |
| Steve Shnitzler              | 202-720-8495 | Avocados, ginseng, apricots   |
| Yvette Wedderburn Bomersheim | 202-720-0911 | Wine, brandy, export credits, honey, grape juice, canned fruit  |
| Kelly Strzelecki             | 202-690-1341 | Dried fruit, Organics   |
| Vacant                       | 202-720-7931 | Vegetables and melons   |
| Ingrid Mohn                  | 202-720-5330 | Tree nuts   |
| Sonia Jimenez                | 202-690-6057 | Fresh deciduous fruit   |

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### Export Summary

U.S. exports of horticultural products to all countries in September totaled \$783 million, down 16 percent from the same month a year earlier. Ten out of 15 categories registered decreases. Categories with the most significant decreases in September were tree nuts (down \$106.6 million or 55 percent) and miscellaneous products (down \$26.9 million or 13 percent). The categories with the most significant increases were frozen vegetables (up \$5.8 million or 17 percent) and fruit and vegetable juices (up \$5.6 million or 11 percent). The total value of complete FY 1998 (October-September) U.S. horticultural exports was \$10.3 billion—3 percent below FY 1997.

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All measures not otherwise noted are metric. One kilogram (kg.) = 2.2046 pounds,  
1 metric ton = 2,204.62 pounds, 1 liter = 0.2642 gallon,  
1 hectoliter (hl.) = 26.42 gallons, and 1 hectare (ha.) = 2.471 acres.

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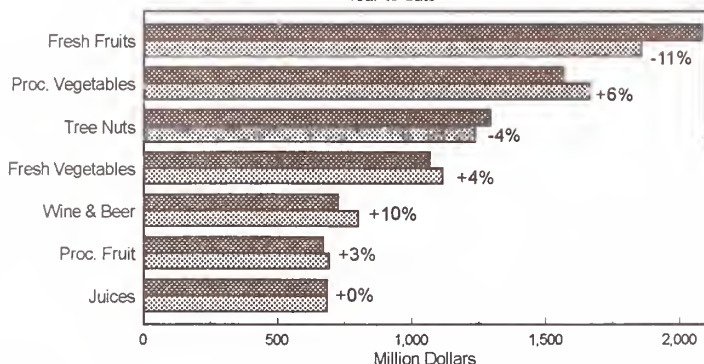
# U.S. Horticultural Product and Market Export Summaries

FY98 and Latest Month (September)  
Comparisons

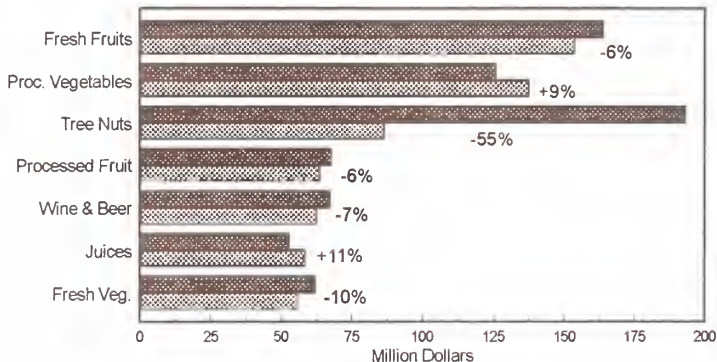
■ FY97 ■ FY98

## Selected Product Summary

-- Year-to-date--

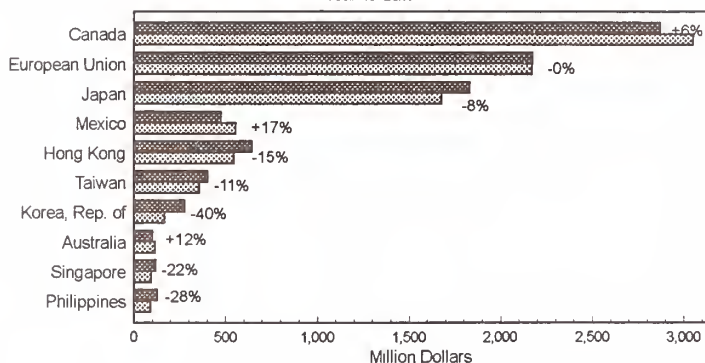


-- Latest month--

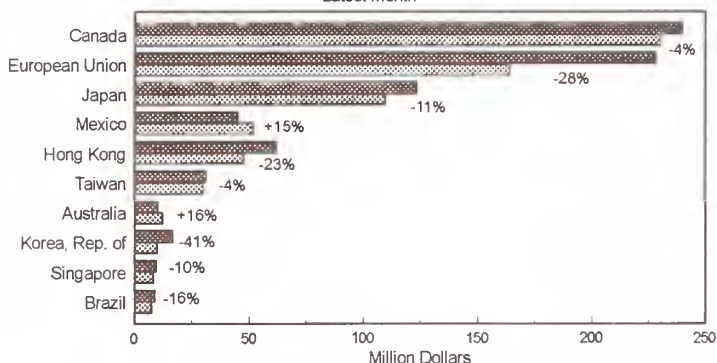


## Top Ten Market Summary

--Year-to-date--



--Latest month--



U.S. Exports of Selected Horticultural Products

| Name                       |                | Quantity       |                    |                    |                    |  | Values (1000 Dollars) |                |                    |                    |                    |
|----------------------------|----------------|----------------|--------------------|--------------------|--------------------|--|-----------------------|----------------|--------------------|--------------------|--------------------|
| Group & Product            | Sep<br>FY 1997 | Sep<br>FY 1998 | Oct-Sep<br>FY 1997 | Oct-Sep<br>FY 1998 | Oct-Sep<br>FY 1997 |  | Sep<br>FY 1997        | Sep<br>FY 1998 | Oct-Sep<br>FY 1997 | Oct-Sep<br>FY 1998 | Oct-Sep<br>FY 1997 |
| Fresh Citrus MT            |                |                |                    |                    |                    |  |                       |                |                    |                    |                    |
| Grapefruit                 | 8,066          | 2,927          | 484,403            | 387,282            | 484,403            |  | 4,174                 | 1,870          | 240,408            | 189,788            | 240,408            |
| Lemons                     | 4,976          | 3,830          | 120,279            | 113,282            | 120,279            |  | 7,930                 | 2,992          | 120,656            | 84,042             | 120,656            |
| Oranges, Incl. Tm          | 17,479         | 22,319         | 590,428            | 642,010            | 590,428            |  | 10,409                | 11,942         | 323,203            | 361,171            | 323,203            |
| Other Citrus               | 487            | 277            | 28,696             | 30,001             | 28,696             |  | 312                   | 320            | 23,786             | 23,303             | 23,786             |
| Subtotal:----              | 31,009         | 29,353         | 1,223,805          | 1,172,575          | 1,223,805          |  | 22,825                | 17,124         | 708,053            | 658,304            | 708,053            |
| Fresh Fruit, Non-Citrus MT |                |                |                    |                    |                    |  |                       |                |                    |                    |                    |
| Apples                     | 27,047         | 28,359         | 689,749            | 539,081            | 689,749            |  | 18,453                | 17,300         | 412,371            | 327,896            | 412,371            |
| Avocados                   | 205            | 699            | 5,819              | 3,516              | 5,819              |  | 340                   | 706            | 8,215              | 4,529              | 8,215              |
| Cherries Swt & trt         | 901            | 681            | 39,400             | 37,591             | 39,400             |  | 798                   | 741            | 140,144            | 114,035            | 140,144            |
| Grapes                     | 64,104         | 48,850         | 233,558            | 217,467            | 233,558            |  | 70,972                | 57,827         | 309,727            | 279,173            | 309,727            |
| Kiwifruit                  | 57             | 76             | 5,438              | 5,684              | 5,438              |  | 70                    | 111            | 7,036              | 7,167              | 7,036              |
| Melons                     | 12,375         | 22,526         | 219,681            | 211,253            | 219,681            |  | 5,250                 | 8,339          | 79,289             | 80,716             | 79,289             |
| Papaya                     | 472            | 382            | 6,589              | 5,787              | 6,589              |  | 1,158                 | 913            | 16,738             | 14,466             | 16,738             |
| Peaches & Nectrns          | 8,715          | 16,575         | 103,345            | 79,987             | 103,345            |  | 8,183                 | 14,925         | 92,737             | 74,540             | 92,737             |
| Pears                      | 15,234         | 11,251         | 126,409            | 156,996            | 126,409            |  | 8,382                 | 6,700          | 76,052             | 86,973             | 76,052             |
| Plums/Prunes               | 11,117         | 11,034         | 71,906             | 48,855             | 71,906             |  | 9,122                 | 12,206         | 61,224             | 49,164             | 61,224             |
| Strawberries               | 3,572          | 4,536          | 52,615             | 49,870             | 52,615             |  | 9,438                 | 9,577          | 97,010             | 93,364             | 97,010             |
| Other Non-Citrus           | 5,317          | 4,094          | 54,810             | 51,260             | 54,810             |  | 8,532                 | 6,968          | 75,169             | 67,509             | 75,169             |
| Subtotal:----              | 149,116        | 149,063        | 1,609,320          | 1,407,346          | 1,609,320          |  | 140,697               | 136,311        | 1,375,713          | 1,199,531          | 1,375,713          |
| Can/Prep Fruit MT          |                |                |                    |                    |                    |  |                       |                |                    |                    |                    |
| Cherries, Tart Cn          | 349            | 420            | 4,916              | 3,418              | 4,916              |  | 416                   | 563            | 6,338              | 4,567              | 6,338              |
| Fruit Mixtures             | 2,061          | 2,028          | 22,475             | 22,973             | 22,475             |  | 2,386                 | 2,254          | 27,055             | 28,263             | 27,055             |
| Marachino Cherry           | 543            | 373            | 5,107              | 4,812              | 5,107              |  | 1,211                 | 676            | 10,672             | 9,339              | 10,672             |
| Peaches, Canned            | 1,640          | 2,484          | 16,873             | 21,580             | 16,873             |  | 1,628                 | 2,111          | 16,528             | 20,215             | 16,528             |
| Pineapple, Canned          | 226            | 747            | 3,694              | 4,593              | 3,694              |  | 236                   | 733            | 3,443              | 4,455              | 3,443              |
| Other Canned Frui          | 3,760          | 4,923          | 45,120             | 59,368             | 45,120             |  | 3,690                 | 5,534          | 51,682             | 64,931             | 51,682             |
| Other Prep/Preser          | 8,235          | 8,299          | 79,816             | 95,193             | 79,816             |  | 9,614                 | 8,292          | 83,397             | 89,634             | 83,397             |
| Subtotal:----              | 16,814         | 19,274         | 178,001            | 211,936            | 178,001            |  | 19,180                | 20,163         | 199,114            | 221,403            | 199,114            |
| Oried Fruit MT             |                |                |                    |                    |                    |  |                       |                |                    |                    |                    |
| Prunes, Oried              | 6,424          | 6,681          | 67,535             | 70,831             | 67,535             |  | 12,854                | 12,545         | 138,398            | 133,659            | 138,398            |
| Raisins, Dried             | 12,413         | 11,343         | 115,016            | 120,923            | 115,016            |  | 22,300                | 17,633         | 203,954            | 200,076            | 203,954            |
| Other Oried Fruit          | 1,868          | 1,818          | 17,313             | 18,909             | 17,313             |  | 5,272                 | 4,284          | 50,290             | 52,187             | 50,290             |
| Subtotal:----              | 20,704         | 19,841         | 199,864            | 210,663            | 199,864            |  | 40,427                | 34,462         | 392,641            | 385,923            | 392,641            |
| Frozen Fruit MT            |                |                |                    |                    |                    |  |                       |                |                    |                    |                    |
| Blueberries, Froz          | 2,408          | 1,143          | 16,281             | 18,473             | 16,281             |  | 2,920                 | 2,093          | 22,468             | 25,435             | 22,468             |
| Strawberries, Fro          | 2,195          | 3,160          | 21,748             | 24,554             | 21,748             |  | 2,775                 | 4,654          | 27,686             | 32,232             | 27,686             |
| Other Frozen Frui          | 1,650          | 1,571          | 22,046             | 18,950             | 22,046             |  | 2,146                 | 2,131          | 28,524             | 26,375             | 28,524             |
| Subtotal:----              | 6,252          | 5,874          | 60,075             | 61,976             | 60,075             |  | 7,840                 | 8,878          | 78,677             | 84,042             | 78,677             |
| Fruit/Veg Juices KL        |                |                |                    |                    |                    |  |                       |                |                    |                    |                    |
| Grapefruit Ju, Cn          | 3,681          | 2,103          | 62,477             | 48,737             | 62,477             |  | 2,538                 | 1,501          | 41,493             | 33,211             | 41,493             |
| Orange Juice, Con          | 25,286         | 15,847         | 381,926            | 315,898            | 381,926            |  | 10,677                | 9,606          | 177,635            | 147,674            | 177,635            |
| Orange Juice, Not          | 14,912         | 28,834         | 178,921            | 234,992            | 178,921            |  | 10,383                | 16,803         | 124,874            | 145,340            | 124,874            |
| Other Juices               | 44,639         | 44,532         | 467,575            | 516,200            | 467,575            |  | 29,074                | 30,314         | 340,694            | 358,814            | 340,694            |
| Subtotal:----              | 88,518         | 91,315         | 1,090,899          | 1,115,826          | 1,090,899          |  | 52,673                | 58,224         | 684,695            | 685,039            | 684,695            |
| Fresh Vegetables MT        |                |                |                    |                    |                    |  |                       |                |                    |                    |                    |
| Potatoes                   | 14,329         | 11,429         | 299,259            | 295,761            | 299,259            |  | 4,360                 | 3,155          | 79,753             | 88,267             | 79,753             |
| Asparagus, Fr, Ch          | 232            | 204            | 15,160             | 15,485             | 15,160             |  | 864                   | 694            | 50,688             | 45,435             | 50,688             |
| Broccoli                   | 5,863          | 6,397          | 130,391            | 126,830            | 130,391            |  | 5,054                 | 4,981          | 92,215             | 90,866             | 92,215             |
| Cauliflower                | 3,994          | 3,760          | 88,279             | 77,339             | 88,279             |  | 2,846                 | 2,631          | 57,828             | 55,481             | 57,828             |
| Celery                     | 5,256          | 5,245          | 117,410            | 121,612            | 117,410            |  | 2,430                 | 2,052          | 48,961             | 48,460             | 48,961             |
| Lettuce, Fr Chld           | 15,170         | 17,211         | 294,482            | 303,840            | 294,482            |  | 8,644                 | 8,519          | 146,612            | 173,694            | 146,612            |
| Onions                     | 26,103         | 29,232         | 265,121            | 292,297            | 265,121            |  | 7,634                 | 8,066          | 92,464             | 105,750            | 92,464             |
| Peppers                    | 1,909          | 1,643          | 62,493             | 55,937             | 62,493             |  | 1,473                 | 1,503          | 52,240             | 56,805             | 52,240             |
| Tomatoes                   | 11,789         | 9,265          | 153,650            | 133,689            | 153,650            |  | 7,924                 | 7,258          | 123,783            | 122,317            | 123,783            |
| Other Vegetables           | 19,127         | 20,999         | 480,790            | 432,710            | 480,790            |  | 20,653                | 17,000         | 323,221            | 327,594            | 323,221            |
| Subtotal:----              | 103,772        | 105,384        | 1,907,035          | 1,855,500          | 1,907,035          |  | 61,882                | 55,861         | 1,067,765          | 1,114,668          | 1,067,765          |

U.S. Exports of Selected Horticultural Products

| Name                          |                | Quantity       |                    |                    |                    |  | Values (1000 Dollars) |                |                    |                    |                    |
|-------------------------------|----------------|----------------|--------------------|--------------------|--------------------|--|-----------------------|----------------|--------------------|--------------------|--------------------|
| Group & Product               | Sep<br>FY 1997 | Sep<br>FY 1998 | Oct-Sep<br>FY 1997 | Oct-Sep<br>FY 1998 | Oct-Sep<br>FY 1997 |  | Sep<br>FY 1997        | Sep<br>FY 1998 | Oct-Sep<br>FY 1997 | Oct-Sep<br>FY 1998 | Oct-Sep<br>FY 1997 |
| <b>Veg Canned MT</b>          |                |                |                    |                    |                    |  |                       |                |                    |                    |                    |
| Ketchup                       | 2,878          | 4,341          | 40,186             | 43,697             | 40,186             |  | 2,003                 | 2,680          | 30,568             | 29,909             | 30,568             |
| Sweet Corn, Canne             | 13,016         | 11,243         | 203,469            | 171,307            | 203,469            |  | 10,554                | 8,717          | 167,353            | 139,104            | 167,353            |
| Tomato Paste                  | 9,969          | 8,514          | 128,954            | 123,257            | 128,954            |  | 6,932                 | 5,514          | 89,320             | 84,999             | 89,320             |
| Tomato Sauce                  | 8,177          | 9,081          | 88,108             | 106,100            | 88,108             |  | 7,773                 | 8,727          | 84,947             | 98,526             | 84,947             |
| Other Can Veg                 | 22,328         | 24,981         | 271,139            | 282,623            | 271,139            |  | 27,731                | 27,609         | 339,901            | 334,873            | 339,901            |
| Subtotal:----                 | 56,369         | 58,160         | 731,855            | 726,984            | 731,855            |  | 54,994                | 53,248         | 712,088            | 687,411            | 712,088            |
| <b>Frozen Vegetables MT</b>   |                |                |                    |                    |                    |  |                       |                |                    |                    |                    |
| Frozen French Fry             | 30,550         | 34,844         | 396,674            | 437,431            | 396,674            |  | 21,805                | 26,092         | 294,335            | 312,588            | 294,335            |
| Fzn Swt Corn                  | 6,804          | 6,256          | 65,202             | 77,470             | 65,202             |  | 5,298                 | 4,998          | 56,212             | 63,011             | 56,212             |
| Other Pot Fzn                 | 1,170          | 1,777          | 28,798             | 22,259             | 28,798             |  | 1,069                 | 1,437          | 20,957             | 19,515             | 20,957             |
| Other Fzn Veg                 | 6,006          | 7,387          | 72,443             | 84,447             | 72,443             |  | 5,094                 | 6,556          | 65,425             | 75,627             | 65,425             |
| Subtotal:----                 | 44,531         | 50,263         | 563,117            | 621,607            | 563,117            |  | 33,266                | 39,084         | 436,929            | 470,740            | 436,929            |
| <b>Veg, Oehyd MT</b>          |                |                |                    |                    |                    |  |                       |                |                    |                    |                    |
| Garlic Dehyd.                 | 1,068          | 1,008          | 11,820             | 11,452             | 11,820             |  | 2,451                 | 2,251          | 26,182             | 25,952             | 26,182             |
| Onions, Dehyd.                | 2,726          | 2,264          | 33,170             | 31,853             | 33,170             |  | 6,251                 | 5,359          | 77,600             | 73,824             | 77,600             |
| Potatoes, Oehyd               | 5,295          | 3,697          | 49,903             | 46,336             | 49,903             |  | 4,666                 | 3,362          | 49,997             | 45,413             | 49,997             |
| Other Dehyd Veg               | 6,685          | 5,830          | 71,944             | 77,782             | 71,944             |  | 11,097                | 10,378         | 114,690            | 130,705            | 114,690            |
| Subtotal:----                 | 15,775         | 12,798         | 166,836            | 167,424            | 166,836            |  | 24,466                | 21,350         | 268,469            | 275,894            | 268,469            |
| <b>Tree Nuts MT</b>           |                |                |                    |                    |                    |  |                       |                |                    |                    |                    |
| Almonds, Unshld               | 7,110          | 1,136          | 24,735             | 25,684             | 24,735             |  | 20,782                | 3,293          | 63,658             | 69,965             | 63,658             |
| Pistachio, Unshld             | 1,029          | 400            | 5,955              | 14,216             | 5,955              |  | 4,806                 | 1,437          | 27,193             | 61,018             | 27,193             |
| Walnuts, Shld                 | 1,700          | 1,503          | 23,936             | 23,080             | 23,936             |  | 4,606                 | 5,651          | 73,476             | 77,218             | 73,476             |
| Walnuts, Unshld               | 7,640          | 1,070          | 57,187             | 40,652             | 57,187             |  | 15,979                | 1,833          | 121,757            | 76,573             | 121,757            |
| Other Nuts                    | 7,153          | 5,896          | 67,140             | 97,333             | 67,140             |  | 17,945                | 15,036         | 190,950            | 248,517            | 190,950            |
| Almonds, Sh/Prep              | 29,981         | 14,398         | 163,576            | 177,273            | 163,576            |  | 128,791               | 59,087         | 816,088            | 702,792            | 816,088            |
| Subtotal:----                 | 54,613         | 24,404         | 342,529            | 378,238            | 342,529            |  | 192,908               | 86,336         | 1,293,123          | 1,236,083          | 1,293,123          |
| <b>Nusery Products MIXED</b>  |                |                |                    |                    |                    |  |                       |                |                    |                    |                    |
| Cut Flowers                   | 0              | 0              | 0                  | 0                  | 0                  |  | 4,338                 | 3,845          | 49,067             | 45,124             | 49,067             |
| Other Nursery                 | 0              | 0              | 0                  | 0                  | 0                  |  | 12,077                | 11,493         | 172,279            | 205,157            | 172,279            |
| Subtotal:----                 | 0              | 0              | 0                  | 0                  | 0                  |  | 16,415                | 15,337         | 221,346            | 250,282            | 221,346            |
| <b>Hops &amp; Products MT</b> |                |                |                    |                    |                    |  |                       |                |                    |                    |                    |
| Hop Extract                   | 428            | 132            | 3,468              | 3,157              | 3,468              |  | 6,120                 | 2,025          | 57,080             | 50,786             | 57,080             |
| Hop Pellets                   | 257            | 356            | 6,120              | 5,654              | 6,120              |  | 1,497                 | 2,060          | 33,737             | 29,770             | 33,737             |
| Hops, Nfsp                    | 62             | 11             | 1,888              | 1,592              | 1,888              |  | 605                   | 80             | 9,644              | 8,577              | 9,644              |
| Subtotal:----                 | 747            | 499            | 11,477             | 10,403             | 11,477             |  | 8,222                 | 4,166          | 100,462            | 89,133             | 100,462            |
| <b>Wine KL</b>                |                |                |                    |                    |                    |  |                       |                |                    |                    |                    |
| Grape Wines                   | 19,059         | 21,683         | 194,399            | 249,728            | 194,399            |  | 38,757                | 43,503         | 368,160            | 485,833            | 368,160            |
| Other Wine Prod               | 1,295          | 824            | 14,294             | 16,650             | 14,294             |  | 2,624                 | 996            | 22,060             | 25,202             | 22,060             |
| Subtotal:----                 | 20,354         | 22,506         | 208,693            | 266,378            | 208,693            |  | 41,381                | 44,499         | 390,220            | 511,035            | 390,220            |
| <b>Miscellaneous MIXEO</b>    |                |                |                    |                    |                    |  |                       |                |                    |                    |                    |
| Beer & Beverages              | 50,393         | 42,862         | 664,850            | 581,646            | 664,850            |  | 32,229                | 26,596         | 416,546            | 381,149            | 416,546            |
| Edible Preparatio             | 18,961         | 16,615         | 211,356            | 219,232            | 211,356            |  | 83,105                | 62,718         | 933,748            | 828,498            | 933,748            |
| Essential Oils                | 3,374          | 3,689          | 46,266             | 45,937             | 46,266             |  | 50,318                | 43,563         | 619,388            | 533,004            | 619,388            |
| Ginseng                       | 63             | 87             | 993                | 883                | 993                |  | 2,001                 | 3,069          | 72,001             | 46,614             | 72,001             |
| Potato Chips                  | 4,766          | 11,206         | 53,599             | 102,592            | 53,599             |  | 12,669                | 23,332         | 145,451            | 225,607            | 145,451            |
| Other Misc                    | 0              | 0              | 0                  | 0                  | 0                  |  | 34,121                | 28,236         | 481,787            | 433,800            | 481,787            |
| Subtotal:----                 | 77,558         | 74,459         | 977,065            | 950,289            | 977,065            |  | 214,443               | 187,514        | 2,668,921          | 2,448,672          | 2,668,921          |
| Grand Total:                  |                |                |                    |                    |                    |  | 931,617               | 782,557        | 10,598,216         | 10,318,161         | 10,598,216         |



U.S. Imports of Selected Horticultural Products

| Name              |                   | Quantity |         |           |           |           | Values (1000 Dollars) |         |           |           |           |
|-------------------|-------------------|----------|---------|-----------|-----------|-----------|-----------------------|---------|-----------|-----------|-----------|
|                   |                   | Sep      | Sep     | Oct-Sep   | Oct-Sep   | Oct-Sep   | Sep                   | Sep     | Oct-Sep   | Oct-Sep   | Oct-Sep   |
| Group             | & Product         | FY 1997  | FY 1998 | FY 1997   | FY 1998   | FY 1997   | FY 1997               | FY 1998 | FY 1997   | FY 1998   | FY 1997   |
| Fresh Fruit       |                   |          |         |           |           |           | MT                    |         |           |           |           |
|                   | Apples            | 6,873    | 5,362   | 168,564   | 156,700   | 168,564   | 1,974                 | 2,947   | 82,736    | 77,650    | 82,736    |
|                   | Avocados          | 4,931    | 11,227  | 27,667    | 39,847    | 27,667    | 4,932                 | 11,484  | 25,993    | 42,897    | 25,993    |
|                   | Bananas           | 322,295  | 310,804 | 3,727,906 | 3,946,158 | 3,727,906 | 88,974                | 93,348  | 1,122,747 | 1,110,175 | 1,122,747 |
|                   | Cantaloupe        | 1,060    | 13      | 396,103   | 443,417   | 396,103   | 271                   | 6       | 130,376   | 128,820   | 130,376   |
|                   | Grapes            | 968      | 3,077   | 351,567   | 419,956   | 351,567   | 361                   | 1,022   | 386,183   | 440,659   | 386,183   |
|                   | Kiwifruit         | 2,412    | 4,628   | 37,680    | 41,986    | 37,680    | 1,454                 | 3,980   | 23,524    | 30,472    | 23,524    |
|                   | Mangoes           | 3,413    | 2,620   | 191,115   | 188,767   | 191,115   | 1,846                 | 2,017   | 123,009   | 125,047   | 123,009   |
|                   | Peaches           | 254      | 108     | 41,672    | 7,039     | 41,672    | 233                   | 119     | 32,901    | 6,721     | 32,901    |
|                   | Pears             | 291      | 332     | 78,521    | 67,636    | 78,521    | 265                   | 726     | 50,306    | 46,518    | 50,306    |
|                   | Pineapples        | 20,928   | 22,642  | 171,253   | 255,533   | 171,253   | 8,283                 | 8,306   | 74,441    | 83,676    | 74,441    |
|                   | Strawberry        | 7        | 7       | 15,203    | 25,858    | 15,203    | 22                    | 7       | 26,844    | 65,805    | 26,844    |
|                   | Other Melons      | 530      | 38      | 382,903   | 417,020   | 382,903   | 79                    | 32      | 96,126    | 122,101   | 96,126    |
|                   | Other Fruit       | 42,965   | 39,049  | 572,146   | 601,668   | 572,146   | 16,991                | 19,535  | 297,914   | 332,127   | 297,914   |
|                   | Subtotal:----     | 406,927  | 399,907 | 6,162,300 | 6,611,584 | 6,162,300 | 125,685               | 143,530 | 2,473,098 | 2,612,667 | 2,473,098 |
| Oried Fruit       |                   |          |         |           |           |           | MT                    |         |           |           |           |
|                   | Dried Apricots    | 1,409    | 2,151   | 11,237    | 13,527    | 11,237    | 3,625                 | 4,762   | 31,058    | 34,579    | 31,058    |
|                   | Drd Figs & Pst    | 494      | 170     | 3,904     | 4,538     | 3,904     | 588                   | 300     | 5,800     | 5,834     | 5,800     |
|                   | Other Dried Fruit | 1,969    | 2,542   | 26,720    | 23,453    | 26,720    | 3,593                 | 4,221   | 42,783    | 37,543    | 42,783    |
|                   | Subtotal:----     | 3,872    | 4,862   | 41,862    | 41,519    | 41,862    | 7,806                 | 9,284   | 79,640    | 77,957    | 79,640    |
| Frozen Fruit      |                   |          |         |           |           |           | MT                    |         |           |           |           |
|                   | Fzn Blueberries   | 1,355    | 1,349   | 13,177    | 13,188    | 13,177    | 2,624                 | 2,068   | 26,173    | 24,521    | 26,173    |
|                   | Fzn Strawberries  | 369      | 180     | 22,279    | 18,637    | 22,279    | 604                   | 274     | 20,207    | 21,477    | 20,207    |
|                   | Other Fzn Fruit   | 2,313    | 3,824   | 35,774    | 32,167    | 35,774    | 2,611                 | 4,297   | 41,924    | 36,276    | 41,924    |
|                   | Subtotal:----     | 4,037    | 5,353   | 71,230    | 63,992    | 71,230    | 5,838                 | 6,640   | 88,304    | 82,274    | 88,304    |
| Canned/Prep Fruit |                   |          |         |           |           |           | MT                    |         |           |           |           |
|                   | Canned Olives     | 6,923    | 9,495   | 81,516    | 92,958    | 81,516    | 12,318                | 13,646  | 184,250   | 181,730   | 184,250   |
|                   | Canned Oranges    | 3,815    | 7,094   | 56,289    | 68,741    | 56,289    | 3,572                 | 5,308   | 54,784    | 54,500    | 54,784    |
|                   | Canned Peaches    | 1,887    | 883     | 29,483    | 17,490    | 29,483    | 1,207                 | 680     | 19,709    | 12,356    | 19,709    |
|                   | Canned Pineapples | 29,909   | 14,598  | 292,609   | 249,662   | 292,609   | 21,349                | 10,636  | 204,974   | 181,388   | 204,974   |
|                   | Mixed Fruit       | 2,907    | 2,358   | 49,307    | 56,085    | 49,307    | 3,698                 | 3,079   | 51,241    | 57,342    | 51,241    |
|                   | Prep/Pres Fruit   | 6,728    | 8,206   | 101,420   | 98,077    | 101,420   | 8,399                 | 8,820   | 118,537   | 112,024   | 118,537   |
|                   | Other Canned Frui | 6,806    | 5,647   | 69,225    | 60,300    | 69,225    | 8,492                 | 7,171   | 84,661    | 77,400    | 84,661    |
|                   | Subtotal:----     | 58,975   | 48,281  | 679,851   | 643,312   | 679,851   | 59,034                | 49,341  | 718,155   | 676,739   | 718,155   |
| Frt&Veg Juice 55E |                   |          |         |           |           |           | KL                    |         |           |           |           |
|                   | Apple Juice       | 37,078   | 81,602  | 1,084,986 | 1,016,823 | 1,084,986 | 11,520                | 14,659  | 354,632   | 228,735   | 354,632   |
|                   | Fcoj              | 73,103   | 62,940  | 1,099,876 | 1,050,746 | 1,099,876 | 13,536                | 15,160  | 233,077   | 205,142   | 233,077   |
|                   | Grape Juice       | 22,810   | 5,530   | 243,290   | 127,985   | 243,290   | 8,524                 | 2,938   | 95,051    | 57,562    | 95,051    |
|                   | Pineapple Juice   | 26,263   | 15,137  | 303,510   | 238,683   | 303,510   | 7,350                 | 4,178   | 88,786    | 72,599    | 88,786    |
|                   | Other Juices      | 16,734   | 18,193  | 293,196   | 242,007   | 293,196   | 10,350                | 8,424   | 167,223   | 118,004   | 167,223   |
|                   | Subtotal:----     | 175,988  | 183,402 | 3,024,858 | 2,676,244 | 3,024,858 | 51,280                | 45,359  | 938,770   | 682,042   | 938,770   |
| Fresh Vegetables  |                   |          |         |           |           |           | MT                    |         |           |           |           |
|                   | Garlic            | 392      | 1,028   | 17,570    | 30,129    | 17,570    | 548                   | 1,435   | 20,661    | 36,021    | 20,661    |
|                   | Asparagus         | 3,380    | 3,676   | 38,745    | 46,702    | 38,745    | 5,826                 | 6,205   | 66,588    | 87,332    | 66,588    |
|                   | Bell Pepper       | 7,757    | 9,075   | 180,463   | 194,827   | 180,463   | 8,110                 | 12,254  | 206,072   | 252,852   | 206,072   |
|                   | Carrots           | 9,756    | 7,812   | 99,470    | 93,777    | 99,470    | 2,245                 | 1,864   | 22,353    | 23,735    | 22,353    |
|                   | Chili Pepper      | 14,716   | 18,468  | 103,758   | 124,844   | 103,758   | 4,084                 | 8,569   | 45,836    | 90,755    | 45,836    |
|                   | Cucumbers         | 4,810    | 5,550   | 302,306   | 327,745   | 302,306   | 3,023                 | 3,379   | 100,823   | 154,634   | 100,823   |
|                   | Onions            | 6,954    | 9,685   | 261,088   | 259,188   | 261,088   | 5,203                 | 4,652   | 127,447   | 151,990   | 127,447   |
|                   | Potatoes          | 22,644   | 19,405  | 324,924   | 474,182   | 324,924   | 4,612                 | 4,198   | 59,301    | 95,503    | 59,301    |
|                   | Squash            | 1,321    | 2,363   | 141,192   | 157,537   | 141,192   | 548                   | 1,056   | 87,857    | 104,933   | 87,857    |
|                   | Tomatoes          | 27,832   | 34,393  | 743,205   | 856,852   | 743,205   | 21,591                | 30,701  | 611,612   | 735,180   | 611,612   |
|                   | Other Fresh Veg   | 37,731   | 33,088  | 453,475   | 529,631   | 453,475   | 20,015                | 18,877  | 265,485   | 343,888   | 265,485   |
|                   | Subtotal:----     | 137,294  | 144,543 | 2,666,196 | 3,095,413 | 2,666,196 | 75,806                | 93,189  | 1,614,035 | 2,076,822 | 1,614,035 |

U.S. Imports of Selected Horticultural Products

| Name                              |                | Quantity       |                    |                    |                    |  | Values (1000 Dollars) |                |                    |                    |                    |
|-----------------------------------|----------------|----------------|--------------------|--------------------|--------------------|--|-----------------------|----------------|--------------------|--------------------|--------------------|
| Group & Product                   | Sep<br>FY 1997 | Sep<br>FY 1998 | Oct-Sep<br>FY 1997 | Oct-Sep<br>FY 1998 | Oct-Sep<br>FY 1997 |  | Sep<br>FY 1997        | Sep<br>FY 1998 | Oct-Sep<br>FY 1997 | Oct-Sep<br>FY 1998 | Oct-Sep<br>FY 1997 |
| <b>Canned/Dehyd Vegetables MT</b> |                |                |                    |                    |                    |  |                       |                |                    |                    |                    |
| Cnd Artichokes                    | 2,223          | 2,811          | 29,298             | 38,050             | 29,298             |  | 3,323                 | 5,965          | 44,069             | 71,159             | 44,069             |
| Cnd Bamboo                        | 3,321          | 3,971          | 27,077             | 30,171             | 27,077             |  | 2,531                 | 2,942          | 24,292             | 23,198             | 24,292             |
| Cnd Mushrooms                     | 4,523          | 3,275          | 67,258             | 62,371             | 67,258             |  | 8,368                 | 6,613          | 118,324            | 105,703            | 118,324            |
| Cnd Pimiento                      | 1,184          | 1,144          | 9,556              | 12,694             | 9,556              |  | 1,422                 | 1,632          | 11,448             | 16,177             | 11,448             |
| Cnd Tomatoes                      | 5,909          | 5,625          | 65,589             | 71,699             | 65,589             |  | 2,615                 | 3,214          | 27,979             | 36,693             | 27,979             |
| Cnd Waterchnuts                   | 2,760          | 2,132          | 35,531             | 34,593             | 35,531             |  | 1,934                 | 1,341          | 27,403             | 20,857             | 27,403             |
| Tomato Pst & Sauc                 | 2,348          | 1,174          | 33,659             | 24,830             | 33,659             |  | 2,017                 | 1,194          | 41,356             | 27,830             | 41,356             |
| Dried Mushrooms                   | 63             | 98             | 2,015              | 1,955              | 2,015              |  | 936                   | 945            | 19,411             | 18,469             | 19,411             |
| Dried Tomatoes                    | 865            | 0              | 6,924              | 3,985              | 6,924              |  | 3,127                 | 0              | 26,265             | 14,806             | 26,265             |
| Other Dehy Veg                    | 12,101         | 21,056         | 159,374            | 171,969            | 159,374            |  | 13,458                | 17,423         | 159,001            | 159,016            | 159,001            |
| Other Can Veg                     | 20,764         | 30,173         | 244,159            | 297,225            | 244,159            |  | 18,830                | 22,985         | 214,284            | 247,766            | 214,284            |
| Subtotal:-----                    | 56,061         | 71,458         | 680,441            | 749,542            | 680,441            |  | 58,563                | 64,254         | 713,831            | 741,674            | 713,831            |
| <b>Frozen Vegetables MT</b>       |                |                |                    |                    |                    |  |                       |                |                    |                    |                    |
| Broccoli Fzn                      | 15,278         | 12,077         | 169,458            | 153,962            | 169,458            |  | 9,849                 | 8,614          | 106,080            | 101,694            | 106,080            |
| Cauliflower Fzn                   | 1,458          | 958            | 18,729             | 23,400             | 18,729             |  | 1,118                 | 726            | 14,060             | 17,158             | 14,060             |
| Potato Fzn                        | 21,676         | 31,863         | 286,808            | 378,739            | 286,808            |  | 12,883                | 20,190         | 169,323            | 234,388            | 169,323            |
| Other Veg Fzn                     | 24,102         | 28,040         | 222,015            | 205,681            | 222,015            |  | 9,585                 | 10,254         | 129,143            | 140,270            | 129,143            |
| Subtotal:-----                    | 62,514         | 72,937         | 697,010            | 761,781            | 697,010            |  | 33,435                | 39,784         | 418,606            | 493,510            | 418,606            |
| <b>Tree Nuts MT</b>               |                |                |                    |                    |                    |  |                       |                |                    |                    |                    |
| Brazils Tot                       | 1,166          | 876            | 10,404             | 10,676             | 10,404             |  | 2,740                 | 2,000          | 23,656             | 25,298             | 23,656             |
| Cashews Tot                       | 5,379          | 6,137          | 62,669             | 74,364             | 62,669             |  | 24,810                | 29,847         | 292,315            | 339,441            | 292,315            |
| Coconut                           | 3,472          | 3,533          | 39,782             | 39,134             | 39,782             |  | 2,818                 | 2,578          | 34,791             | 27,040             | 34,791             |
| Pecans                            | 224            | 1,197          | 19,909             | 24,019             | 19,909             |  | 1,164                 | 4,334          | 39,667             | 71,298             | 39,667             |
| Other Nuts                        | 831            | 1,167          | 18,167             | 17,215             | 18,167             |  | 3,946                 | 3,858          | 78,070             | 74,267             | 78,070             |
| Subtotal:-----                    | 11,073         | 12,910         | 150,931            | 165,407            | 150,931            |  | 35,477                | 42,618         | 468,499            | 537,344            | 468,499            |
| <b>Nursey Products MIXED</b>      |                |                |                    |                    |                    |  |                       |                |                    |                    |                    |
| Carnations                        | 73,757         | 66,652         | 1,211,423          | 1,104,344          | 1,211,423          |  | 7,669                 | 6,719          | 115,014            | 115,633            | 115,014            |
| Christmas Trees                   | 2              | 0              | 2,260              | 2,585              | 2,260              |  | 7                     | 0              | 20,227             | 22,177             | 20,227             |
| Chrysanthemus                     | 45,946         | 42,806         | 614,707            | 614,706            | 614,707            |  | 7,651                 | 8,229          | 91,126             | 96,470             | 91,126             |
| Roses                             | 59,832         | 51,508         | 919,298            | 1,016,044          | 919,298            |  | 11,723                | 10,214         | 200,957            | 236,861            | 200,957            |
| Tulip Bulbs                       | 104,603        | 109,414        | 426,485            | 398,600            | 426,485            |  | 12,237                | 12,053         | 41,993             | 42,281             | 41,993             |
| Other Cut Flowers                 | 0              | 0              | 0                  | 0                  | 0                  |  | 14,368                | 13,746         | 186,894            | 203,172            | 186,894            |
| Other Nursey Prod                 | 0              | 0              | 0                  | 0                  | 0                  |  | 32,047                | 34,098         | 298,973            | 344,782            | 298,973            |
| Subtotal:-----                    | 284,141        | 270,380        | 3,174,174          | 3,136,278          | 3,174,174          |  | 85,701                | 85,059         | 955,183            | 1,061,377          | 955,183            |
| <b>Hops &amp; Products MT</b>     |                |                |                    |                    |                    |  |                       |                |                    |                    |                    |
| Hops & Pellets                    | 1              | 7              | 5,606              | 4,660              | 5,606              |  | 9                     | 24             | 37,836             | 29,313             | 37,836             |
| Other Hop Prod                    | 0              | 0              | 187                | 209                | 187                |  | 0                     | 0              | 1,339              | 879                | 1,339              |
| Subtotal:-----                    | 1              | 7              | 5,793              | 4,869              | 5,793              |  | 9                     | 24             | 39,175             | 30,192             | 39,175             |
| <b>Wine KL</b>                    |                |                |                    |                    |                    |  |                       |                |                    |                    |                    |
| Red Wine                          | 14,909         | 14,757         | 181,724            | 199,150            | 181,724            |  | 53,714                | 56,699         | 682,741            | 827,022            | 682,741            |
| Sparkiling Wine                   | 3,661          | 3,962          | 30,293             | 32,869             | 30,293             |  | 39,500                | 43,170         | 336,614            | 378,638            | 336,614            |
| White Wine                        | 9,516          | 9,226          | 116,091            | 124,672            | 116,091            |  | 32,359                | 31,503         | 411,457            | 453,138            | 411,457            |
| Other Wine Prod                   | 10,263         | 3,449          | 104,101            | 72,095             | 104,101            |  | 17,810                | 11,575         | 198,476            | 171,118            | 198,476            |
| Subtotal:-----                    | 38,349         | 31,394         | 432,208            | 428,787            | 432,208            |  | 143,384               | 142,947        | 1,629,287          | 1,829,916          | 1,629,287          |
| <b>Miscellaneous MIXED</b>        |                |                |                    |                    |                    |  |                       |                |                    |                    |                    |
| Beer & Beverages                  | 153,136        | 188,441        | 1,734,830          | 2,001,442          | 1,734,830          |  | 133,995               | 165,311        | 1,511,285          | 1,743,148          | 1,511,285          |
| Other Misc                        | 0              | 0              | 0                  | 0                  | 0                  |  | 125,654               | 132,730        | 1,402,504          | 1,653,566          | 1,402,504          |
| Subtotal:-----                    | 153,136        | 188,441        | 1,734,830          | 2,001,442          | 1,734,830          |  | 259,649               | 298,041        | 2,913,790          | 3,396,714          | 2,913,790          |
| Grand Total:                      |                |                |                    |                    |                    |  | 941,669               | 1,020,069      | 13,050,374         | 14,299,228         | 13,050,374         |

## **WORLD TRADE SITUATION AND POLICY UPDATES**

### **New Zealand moves closer to privatizing Kiwifruit Marketing Board**

Kiwifruit New Zealand (KNZ) is likely to be the first of New Zealand's statutory producer boards to transform itself into a grower-owned private company, according to a recent report from the U.S. Agricultural Attache in Wellington. Formerly known as the Kiwifruit Marketing Board, KNZ has undergone significant change over the past two years as it implemented recommendations made in the 1995 Industry Review. Full corporatization of KNZ will require an amendment to the Primary Products Marketing Act, an action the KNZ hopes to have completed by April 1, 1999. Last year, New Zealand was the world's largest kiwifruit producer and exporter, accounting for 28 percent of total world production and 38 percent of world exports.

### **Japan lettuce & tomato team examines access and marketing problems**

Under an initiative developed by the U.S. Agricultural Minister-Counselor's office in Tokyo, two high-level Japanese produce import representatives visited the United States from October 31-November 9 to focus on marketing opportunities in Japan for lettuce and tomatoes. They were accompanied by an FAS Agricultural Attache and FAS Agricultural Specialist. The team visited lettuce production areas in California and Arizona, and met with industry leaders to explore ways of addressing and minimizing the ongoing fumigation problem. The team then traveled to Florida to visit tomato-producing areas and discuss with industry representatives procedures for raising the overall quality of product which is being delivered to the Japanese market. Advances on both the lettuce and tomato issues could lead to significant increases in exports to Japan of these high value products.

### **Egyptian agreement with Lebanon on apple imports**

FAS has received reports that the Egyptian

government has reached an agreement with Lebanon to allow Lebanese apple exports into the Egyptian market at a zero tariff starting January 1, 1999. Lebanon will reciprocate by allowing Egypt to resume its potato exports. U.S. exporters are concerned that this tariff exemption will have serious implications for U.S. apple exports to Egypt, which have been steadily growing in the last few years. Currently, Egypt applies a 55 percent tariff on fresh apples of all origins. With a zero tariff, Lebanese apples are expected to have a significant competitive price advantage over U.S. apples. U.S. apple exports to Egypt in MY 1997/98 totaled 4,630 tons, valued at \$2.7 million, increasing more than 400 percent since MY 1993/94.

### **U.S. apple industry to pursue apple juice concentrate antidumping case**

The U.S. Apple Association's Board of Trustees endorsed on November 18 a proposal to proceed with preparing an antidumping case against foreign suppliers of low-cost apple juice concentrate. The association is now in the process of forming the "Coalition for Fair Apple-Juice Concentrate Trade," which will fund and direct the process of developing and filing the antidumping petition with the U.S. Department of Commerce. According to Census Bureau data, imports of apple juice concentrate from China totaled 29 million gallons for the period January-September 1998, 100 percent more than the same period last year. On the other hand, import prices for Chinese product have decreased from an average of \$1.40 per gallon in 1997 to 67 cents per gallon in 1998. Other countries, such as Hungary, Chile, and Argentina, have also lowered their prices, presumably in an effort to maintain their share of the American market against lower-priced competition. Several U.S. apple-juice processing plants have reportedly been forced to cease operations in recent months, including plants in North Carolina and New York.

## **EXPORT NEWS AND OPPORTUNITIES**

### **USDA Announces West Africa and Tunisia GSM-102 Programs and Amends Brazil, Jordan, Mexico and Andean Programs**

On October 26, the U.S. Department of Agriculture (USDA) authorized \$52 million in credit guarantees for sales of U.S. agricultural commodities to the West Africa Region under the GSM-102 for fiscal year 1999. The West Africa Region includes Benin, Burkina Faso, Cameroon, Cape Verde, Central African Republic, Congo, Cote d'Ivoire, Gabon, Gambia, Ghana, Guinea-Bissau, Guinea, Liberia, Mali, Mauritania, Nigeria, Senegal, Sierra Leone, and Togo.

On November 5, USDA authorized \$20 million in credit guarantees for sales of U.S. agricultural commodities to Tunisia under the GSM-102 program for fiscal year 1999.

Exporters may apply for credit guarantees for the West Africa Region and Tunisia GSM-102 programs, on a first-come, first-served basis to cover sales of any of the commodities specified in the GSM list published in FAS announcement PR 0434-98, issued September 8, 1998, or as superseded. The following horticultural products are eligible under the export credit guarantee programs for FY 1999: dried fruit; fresh fruit; 100 percent fruit juices; fruit and vegetable concentrates, pastes, pulps and purees; honey; hops or hops extract; tree nuts canned vegetables; dried vegetables; wine; and brandy.

In addition, USDA also amended the Brazil, Jordan, and Andean Region GSM-102 programs. On October 19, USDA amended the Brazil GSM-102 program to include eligible banks in the Cayman Islands. Any CCC-approved Nassau branch of an Andean Region or Brazilian bank, or any Cayman Island branch of a CCC-approved Brazilian bank is eligible. Exporters are advised to obtain from their foreign buyer the name of the CCC-approved foreign bank that will be opening the letter of

credit.

On October 28, USDA amended the Jordan GSM-102 program to include fresh fruit as an eligible commodity. The following fresh fruit are eligible: apples, apricots, avocados, blueberries, cherries, grapefruit, grapes, kiwi, lemons, melons, nectarines, oranges, peaches, pears, plums, raspberries, strawberries, and tangerines. All other terms and conditions previously announced, pertinent to Jordan's GSM-102 program, in PR 0524-98 remain the same.

On November 5, USDA amended the Andean Region GSM-102 program to include Ecuador as an eligible banking and destination country. All other terms and conditions previously announced remain the same. The previous program announcement pertinent to the Andean Region's GSM-102 program is PR 0533-98.

The GSM-102 program makes available financing for the sales of U.S. agricultural commodities overseas. USDA does not provide financing, but guarantees payments due from foreign banks. USDA typically guarantees 98 percent of the principal and a portion of the interest. The GSM-102 program covers credit terms from 90 days to 3 years.

Under the program, once a firm sale exists, the qualified U.S. exporter applies for a payment guarantee before the date of export. The U.S. exporter pays a fee calculated on the dollar amount guaranteed, based on a schedule of rates applicable to different lengths of credit periods. The CCC-approved foreign bank issues a dollar-denominated, irrevocable letter of credit in favor of the U.S. exporter, ordinarily advised or confirmed by the financial institution in the United States agreeing to extend credit to the foreign bank. The U.S. exporter may negotiate an arrangement to be paid as exports occur by assigning the U.S. financial institution the right to proceeds that may become payable under the guarantee, and later presenting required documents to that financial institution. Such documents normally include a copy of the



export report.

If a foreign bank fails to make any payment as agreed, the exporter or the assignee may file a claim with USDA for the amounts due and covered by the guarantee. USDA will pay the U.S. bank and will take on the responsibility of collecting the overdue amount from the foreign bank.

The table on page 12 presents the FY 1999 GSM-102 programs for which USDA has authorized credit guarantees for sales of U.S. horticultural products as of November 27, 1998. Additional information about the GSM-102 program, regulations, country specific press releases and program announcements, and a Monthly Summary of Export Credit Guarantee Program Activity may be accessed on the Internet at:

<http://www.fas.usda.gov/excredits/exp-cred-guar.html>

#### **USDA Amends Supplier Credit Guarantees to Mexico**

On October 29, USDA amended the Supplier Credit Guarantee Program (SCGP) for Mexico for fiscal year 1999 to change the terms of coverage. The terms of coverage are amended to offer coverage only on a f.a.s. or f.o.b. basis, in accordance with section 1493.410(t)(1). Coverage is not available under this announcement for maritime, air freight, or insurance costs. Coverage up to 50 percent of the principal is offered on credit terms of 15, 20, 30, 45, 60, 90, 120, 150, and 180 days. No interest coverage is offered under this announcement. The previous program announcement pertinent to Mexico's SCGP is PR 0497-98.

The SCGP is unique because it covers short-term financing extended directly by U.S. exporters to foreign buyers and requires that the importers sign a promissory note in case of default on the CCC-backed payment guarantee. The SCGP emphasizes high-value and value-added products, but may include commodities

or products that also have been programmed under the GSM-102 program.

The table on page 13 presents the FY 1999 SCGPs for which USDA has authorized credit guarantees for sales of U.S. horticultural products as of November 27, 1998. Additional information about the SCGP, regulations, country specific press releases and program announcements, and a Monthly Summary of Export Credit Guarantee Program Activity may be accessed on the Internet at:

<http://www.fas.usda.gov/excredits/scgp.html>

Note: The GSM will consider requests to establish a SCGP and/or GSM Program for a country or region or amend an authorized program to include horticultural commodities and products which are currently not eligible.

(For further information on the SCGP or GSM-102 Program for horticultural commodities, contact Yvette Wedderburn Bomersheim, 202-720-0911).



## FY 1999 GSM-102 CREDIT GUARANTEE COVERAGE 1/

| Country                 | Announced<br>Allocation<br>(In Millions of Dollars) | Exporter Applications<br>Received<br>(In Millions of Dollars) |
|-------------------------|---|---|
| ANDEAN REGION           | 350.0   |   |
| ARGENTINA               | 7.0   |   |
| AZERBAIJAN              | 5.0   |   |
| BALTIC REGION           | 15.0  |   |
| BRAZIL                  | 105   |   |
| Fresh fruit             |   | 0.2   |
| CENTRAL AMERICA REGION  | 110.0   |   |
| CENTRAL EUROPE REGION   | 10.0  |   |
| CHINA                   | 200.0   |   |
| EAST AFRICA REGION      | 35.0  |   |
| EAST CARIBBEAN REGION   | 60.0  |   |
| EGYPT                   | 100.0   |   |
| GEORGIA                 | 5.0   |   |
| INDIA                   | 20.0  |   |
| INDONESIA               | 400.0   |   |
| JORDAN                  | 60.0  |   |
| KAZAKSTAN               | 10.0  |   |
| MALAYSIA                | 100.0   |   |
| MEXICO                  | 750.0   |   |
| MOROCCO                 | 10.0  |   |
| PHILIPPINES             | 100.0   |   |
| POLAND                  | 25.0  |   |
| ROMANIA                 | 45.0  |   |
| SOUTHEAST ASIA REGION   | 90.0  |   |
| SOUTHEAST EUROPE REGION | 25.0  |   |
| SOUTHERN AFRICA REGION  | 50.0  |   |
| THAILAND                | 300.0   |   |
| TUNISIA                 | 20.0  |   |
| TURKEY                  | 350.0   |   |
| WEST AFRICA REGION      | 50.0  |   |
| WEST CARIBBEAN REGION   | 35.0  |   |

1/Coverage is detailed in FAS Program Announcements for all commodities, including those not listed as of November 6, 1998. FAS news releases are available on the Internet at <http://www.fas.usda.gov/excredits/exp-cred-guar.html>.

## FY 1999 SUPPLIER CREDIT COVERAGE 1/

| Country                 | Announced<br>Allocation<br>(In Millions of Dollars) | Exporter Applications<br>Received<br>(In Millions of Dollars) |
|-------------------------|---|---|
| ARGENTINA               | 1.0   |   |
| BALTIC REGION           | 5.0   |   |
| BRAZIL                  | 10.0  |   |
| Fresh Fruit             |   | 0.06  |
| CENTRAL AMERICA REGION  | 10.0  |   |
| CENTRAL EUROPE REGION   | 20.0  |   |
| EAST CARIBBEAN REGION   | 5.0   |   |
| GEORGIA                 | 5.0   |   |
| ISRAEL                  | 20.0  |   |
| JAMAICA                 | 5.0   |   |
| KAZAKSTAN               | 5.0   |   |
| KOREA                   | 50.0  |   |
| MEXICO                  | 100.0   |   |
| Fresh fruit             |   | 0.01  |
| POLAND                  | 10.0  |   |
| SOUTHEAST ASIA REGION   | 50.0  |   |
| Fresh fruit             |   | 0.08  |
| SOUTHEAST EUROPE REGION | 20.0  |   |
| TURKEY                  | 5.0   |   |

1/Coverage is detailed in FAS Program Announcements for all commodities, including those not listed as of November 6, 1998. FAS news releases are available on the Internet at <http://www.fas.usda.gov/excredits/scgp.html>.

### **Brazil's 1998/99 Orange Juice Production and Export Forecasts Revised Upwards**

The Agricultural Trade Office in Sao Paulo maintains its forecast for Sao Paulo's 1998/99 orange crop at 320 million boxes, 24 percent below the previous year's output. The total Brazilian orange juice production for 1998/99 has been increased by 15 percent to 1.07 million tons, based on a higher volume of oranges delivered for processing in Sao Paulo than earlier expected. The 1998/99 estimate for oranges for processing in the state of Sao Paulo has been revised upward from 225 to 255 million 40.8 kilo boxes. The estimate for domestic orange consumption in Sao Paulo has

been reduced by 32 percent, due to the higher volume of fruit delivered for processing. Brazil's orange juice export forecast for 1998/99 was increased by 13 percent to 1.18 million tons (65 degrees brix), based on the larger production estimate.

# **BRAZIL: SUPPLY AND DISTRIBUTION OF ORANGES AND FCOJ 1/**

|                             | 1995   | 1996        | 1997        | 1998 F      |
|-----------------------------|--|-------------|-------------|-------------|
| <b>Oranges, Sao Paulo</b>   | <b>Million Boxes 2/</b>                      |             |             |             |
| Production 3/               | 357  | 366         | 420         | 320         |
| Fresh Consumption           | 92   | 95          | 97.6        | 63          |
| Fresh Exports               | 2  | 2           | 2.4         | 2           |
| Processed                   | 263  | 269         | 320         | 255         |
| <b>FCOJ, Brazil</b>         | <b>1,000 Metric Tons, 65 Degrees Brix 4/</b> |             |             |             |
| Beginning Stocks 5/         | 155  | 172         | 126         | 235.5       |
| Production                  |  |             |             |             |
| Sao Paulo                   | 1,062  | 1,122       | 1,353       | 1,050       |
| Other States                | 23   | 30          | 37          | 18          |
| Total                       | 1,085  | 1,152       | 1,390       | 1,068       |
| Exports 6/                  |  |             |             |             |
| Sao Paulo                   | 1,027  | 1,151       | 1,228       | 1,160       |
| Other States                | 23   | 30          | 37          | 18          |
| Total                       | 1,050  | 1,181       | 1,265       | 1,178       |
| Consumption                 | 18   | 17          | 15.5        | 15.5        |
| Ending Stocks               | 172  | 126         | 235.5       | 110         |
| <b>FCOJ Yields (kg/box)</b> | <b>4.04</b>                                  | <b>4.16</b> | <b>4.21</b> | <b>4.11</b> |

1/ Harvesting and processing usually begin in late April or early May. Marketing season for FCOJ begins on July 1 of year indicated.

2/ 40.8 kilograms or 90 pounds.

3/ Includes oranges produced in Sao Paulo's commercial citrus zone, plus tangerines used for processing.

4/ One metric ton at 65 degrees Brix equals 344.8 gallons at 42 degrees Brix, or 1,405.88 gallons at single strength equivalent.

5/ Sao Paulo stocks.

6/ Includes tangerine juice.

## NORTHERN HEMISPHERE FRESH PEAR SITUATION

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Pear production in selected Northern Hemisphere countries in 1998/99 is forecast at 11.4 million metric tons, up 8 percent from 1997/98. Increased output in China and Italy will more than offset reduced harvests in some other leading producers, such as the United States. Northern Hemisphere pear exports in 1998/99 are forecast at 920,580 metric tons, practically unchanged from the previous season's shipments. U.S. pear exports in 1998/99 are forecast at 155,000 tons, 6 percent below the record 1997/98 shipments. Reduced production in the states of Washington, California, and Oregon, which are the major U.S. pear exporters; improved production prospects in some EU countries; and the economic problems facing Asia will likely hamper U.S. pear exports in 1998/99.

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### *Northern Hemisphere pear supplies to increase in 1998/99*

Increased pear production in the Northern Hemisphere in 1998/99 mainly reflects larger crops in China, the world's leading pear producing country, and Italy, the principal producer in the European Union (EU). Good weather conditions across China's deciduous fruit growing areas (Shandong, Shaanxi, Henan, and Liaoning provinces) is expected to boost Chinese pear production in 1998/99. Italy's 1998/99 pear crop is forecast to increase 67 percent from the 1997/98 weather-reduced crop. Italian pear production in 1997/98 was drastically reduced by severe frost damage in the spring of 1997. On the other hand, pear production in the United States in 1998/99 is forecast to decrease 12 percent from the 1997/98 output. Smaller pear crops are forecast in the states of Washington, California, and Oregon, due partly to cool, wet weather during bloom and pollination. Washington, California, and Oregon account for more than 95 percent of total U.S. pear production.

### *The 1997/98 U.S. pear crop ended as the second largest on record*

U.S. pear production last season (1997/98) was 27 percent above 1996/97 season's output and close to the 1994/95 record of 949,052 tons. An excellent spring and early summer weather in the three major U.S. producing states (Washington, California, and Oregon) boosted U.S. production of good quality fruit in 1997/98. Bartlett varieties account for more than half of total U.S. pear production and are primarily used for canning, although some reach the fresh market, especially early in the season. California (with an average of 250,000 tons annually) accounts for half of the U.S. Bartlett pear production. Anjou pears are the second largest grown variety, accounting for 30 percent of total U.S. output. Anjou and other winter pear varieties are intended mostly for the fresh domestic and export markets. Pears are the sixth largest U.S. fruit industry. The 1997/98 production value of the U.S. pear crop is estimated at about \$300 million or 3 percent of the U.S. total fruit production value.

### ***Northern Hemisphere 1998/99 pear exports forecast to remain at 1997/98 levels***

Northern Hemisphere pear exports in 1998/99 are forecast at 920,580 tons, practically unchanged from the previous season's shipments. Increased exportable supplies from China and Italy will likely be offset by lower shipments from the United States. Italy's pear exports are forecast to recover to about 170,000 tons in 1998/99. Italian pear shipments declined significantly last season as exportable supplies were hampered by a smaller crop. China's pear exports in 1998/99 are forecast to increase to 130,000 tons, the result of a larger crop. On the other hand, U.S. pear shipments in 1998/99 are forecast at 155,000 tons, down 6 percent from the record 165,000 tons shipped in 1997/98. Reduced production in the states of Washington, California, and Oregon, major U.S. pear exporters, improved production prospects in some EU countries, and the economic problems facing Asia will likely slow down U.S. pear exports in 1998/99. Italy, the United States, and China combined account for about half of Northern Hemisphere pear exports in 1998/99.

### ***U.S. pear exports set a record in 1997/98***

U.S. pear exports in marketing year 1997/98 (July-June ) reached a record 165,000 metric tons, valued at a record \$90.4 million, up 38 percent in quantity, and 21 percent in value from last season. A much larger U.S. crop, ample supplies of good quality fruit, lower export prices, reduced EU production, and market promotion efforts under the Market Access Program assisted in expanding U.S. pear exports in 1997/98. The leading pear producing and exporting states of Washington and Oregon benefitted most from this increase in exports. Shipments to the largest U.S. markets, Canada (valued at \$32.3 million) and Mexico (valued at \$24.7 million), were up 2 percent and 65 percent, respectively. Increased sales were also reported in Sweden, the Netherlands, and the United Kingdom.

On the downside, sales to Brazil, the third largest U.S. market, decreased 3 percent to 17,506 tons, valued at \$7.6 million (compared to \$8 million in the 1996/97 season). U.S. pear exports to key Asian markets like Taiwan and Indonesia were below those of the same period in 1996/97, due to ongoing economic difficulties in the region. For example, U.S. pear exports to the largest Asian market, Taiwan, were off 15 percent in quantity and 34 percent in value in 1997/98.

The share of U.S. pear exports as a percentage of total production has increased dramatically in recent years; from 5 percent in 1988/89 to more than 15 percent in 1997/98. The completion of trade agreements, combined with a plateau in domestic demand and more promotion efforts, have boosted U.S. pear exports. Canada and Mexico together account for over half of U.S. pear shipments. Countries in the EU, Brazil, and Taiwan are also important markets. U.S. pear exports face stiff competition from the EU, Argentina, Chile, and South Africa. Nevertheless, continued supplies of good quality fruit, strong demand from leading customers, and market promotion efforts should continue to boost U.S. pear sales in foreign markets.

### **SOUTHERN HEMISPHERE**

It is too early to make a reliable forecast for the Southern Hemisphere countries for the 1998/99 season (harvest in 1999). Forecasts will be available in the March 1999 issue of *World Horticultural Trade & U.S. Export Opportunities*.

*(For further information on production and trade, contact Samuel Rosa at 202-720-6086. For information on marketing, contact Sonia Jimenez at 202-690-6057)*



**TABLE 1**  
**PEARS: PRODUCTION, SUPPLY, AND DISTRIBUTION IN SELECTED COUNTRIES**  
**(METRIC TONS)**

| Country<br>Mktg. Year 1/             | Production | Imports | Supply<br>Utilization | Exports | Domestic<br>Consumption | Processed | Withdrawals |
|--------------------------------------|------------|---------|-----------------------|---------|-------------------------|-----------|-------------|
| <b>NORTHERN HEMISPHERE COUNTRIES</b> |            |         |                       |         |                         |           |             |
| <b>EUROPEAN UNION (EU)</b>           |            |         |                       |         |                         |           |             |
| <b>Austria</b>                       |            |         |                       |         |                         |           |             |
| 1995/96                              | 46,500     | 15,000  | 61,500                | 500     | 61,000                  | 0         | 0           |
| 1996/97                              | 41,400     | 24,000  | 65,400                | 0       | 45,000                  | 15,400    | 5,000       |
| 1997/98                              | 39,300     | 28,000  | 67,300                | 0       | 46,000                  | 20,000    | 1,300       |
| 1998/99 F                            | 42,500     | 25,000  | 67,500                | 0       | 46,000                  | 20,000    | 1,500       |
| <b>Belgium-Luxembourg</b>            |            |         |                       |         |                         |           |             |
| 1995/96                              | 157,285    | 48,741  | 206,026               | 98,957  | 92,600                  | 12,000    | 2,469       |
| 1996/97                              | 138,500    | 67,117  | 205,617               | 134,921 | 58,282                  | 10,000    | 2,414       |
| 1997/98                              | 131,060    | 70,000  | 201,060               | 130,000 | 59,986                  | 10,000    | 1,074       |
| 1998/99 F                            | 138,870    | 65,000  | 203,870               | 130,000 | 60,570                  | 12,000    | 1,300       |
| <b>Denmark</b>                       |            |         |                       |         |                         |           |             |
| 1995/96                              | 7,400      | 9,134   | 16,534                | 112     | 16,372                  | 0         | 50          |
| 1996/97                              | 6,300      | 13,328  | 19,628                | 243     | 19,385                  | 0         | 0           |
| 1997/98                              | 6,300      | 14,831  | 21,131                | 144     | 20,987                  | 0         | 0           |
| 1998/99 F                            | 6,300      | 15,000  | 21,300                | 200     | 21,100                  | 0         | 0           |
| <b>France</b>                        |            |         |                       |         |                         |           |             |
| 1995/96                              | 320,900    | 65,000  | 385,900               | 77,500  | 240,400                 | 45,000    | 23,000      |
| 1996/97                              | 354,300    | 84,100  | 438,400               | 82,000  | 256,400                 | 45,000    | 55,000      |
| 1997/98                              | 258,800    | 80,000  | 338,800               | 75,000  | 213,800                 | 45,000    | 5,000       |
| 1998/99 F                            | 256,000    | 90,000  | 346,000               | 65,000  | 221,000                 | 45,000    | 15,000      |
| <b>Germany</b>                       |            |         |                       |         |                         |           |             |
| 1995/96                              | 39,600     | 208,224 | 247,824               | 11,000  | 236,019                 | 750       | 55          |
| 1996/97                              | 37,000     | 218,347 | 255,347               | 7,567   | 247,188                 | 500       | 92          |
| 1997/98                              | 24,000     | 210,000 | 234,000               | 10,000  | 223,000                 | 1,000     | 0           |
| 1998/99 F                            | 37,000     | 220,000 | 257,000               | 10,000  | 246,000                 | 1,000     | 0           |
| <b>Greece</b>                        |            |         |                       |         |                         |           |             |
| 1995/96                              | 55,500     | 11,789  | 67,289                | 804     | 58,285                  | 7,700     | 500         |
| 1996/97                              | 70,000     | 11,871  | 81,871                | 1,458   | 74,042                  | 5,000     | 1,371       |
| 1997/98                              | 60,000     | 15,000  | 75,000                | 1,256   | 67,774                  | 5,800     | 170         |
| 1998/99 F                            | 65,000     | 12,000  | 77,000                | 1,000   | 70,500                  | 5,000     | 500         |
| <b>Italy</b>                         |            |         |                       |         |                         |           |             |
| 1995/96                              | 958,000    | 93,800  | 1,051,800             | 149,200 | 792,600                 | 110,000   | 0           |
| 1996/97                              | 1,074,000  | 43,200  | 1,117,200             | 168,300 | 813,386                 | 110,000   | 25,514      |
| 1997/98                              | 659,000    | 96,000  | 755,000               | 93,000  | 582,000                 | 80,000    | 0           |
| 1998/99 F                            | 1,100,000  | 50,000  | 1,150,000             | 170,000 | 870,000                 | 110,000   | 0           |
| <b>Netherlands</b>                   |            |         |                       |         |                         |           |             |
| 1995/96                              | 165,000    | 104,822 | 269,822               | 180,623 | 83,933                  | 4,266     | 1,000       |
| 1996/97                              | 135,000    | 106,429 | 241,429               | 140,376 | 95,153                  | 4,900     | 1,000       |
| 1997/98                              | 145,000    | 100,000 | 245,000               | 150,000 | 90,600                  | 4,200     | 200         |
| 1998/99 F                            | 130,000    | 110,000 | 240,000               | 145,000 | 90,000                  | 4,800     | 200         |
| <b>Spain</b>                         |            |         |                       |         |                         |           |             |
| 1995/96                              | 469,000    | 41,000  | 510,000               | 65,500  | 415,700                 | 20,800    | 8,000       |
| 1996/97                              | 656,500    | 22,300  | 678,800               | 90,800  | 454,000                 | 34,050    | 99,950      |
| 1997/98                              | 650,000    | 23,000  | 673,000               | 170,000 | 440,000                 | 34,000    | 29,000      |
| 1998/99 F                            | 555,600    | 30,000  | 585,600               | 90,000  | 440,600                 | 35,000    | 20,000      |
| <b>Sweden</b>                        |            |         |                       |         |                         |           |             |
| 1995/96                              | 8,000      | 28,291  | 36,291                | 176     | 36,115                  | 0         | 0           |
| 1996/97                              | 12,281     | 33,661  | 45,942                | 89      | 45,853                  | 0         | 0           |
| 1997/98                              | 11,076     | 34,503  | 45,579                | 114     | 45,465                  | 0         | 0           |
| 1998/99 F                            | 15,500     | 31,000  | 46,500                | 100     | 46,400                  | 0         | 0           |

Continued\*

**TABLE 1**  
**PEARS: PRODUCTION, SUPPLY, AND DISTRIBUTION IN SELECTED COUNTRIES**  
**(METRIC TONS)**

| Country<br>Mktg. Year 1/                   | Production | Imports | Supply<br>Utilization | Exports | Domestic<br>Consumption | Processed | Withdrawals |
|--|------------|---------|-----------------------|---------|-------------------------|-----------|-------------|
| <b>United Kingdom</b>                      |            |         |                       |         |                         |           |             |
| 1995/96                                    | 34,846     | 112,379 | 147,225               | 3,738   | 142,537                 | 697       | 253         |
| 1996/97                                    | 40,100     | 117,953 | 158,053               | 4,825   | 152,000                 | 850       | 378         |
| 1997/98                                    | 24,400     | 119,871 | 144,271               | 5,589   | 138,182                 | 400       | 100         |
| 1998/99 F                                  | 25,500     | 120,000 | 145,500               | 5,000   | 140,000                 | 400       | 100         |
| <b>SUBTOTAL EU</b>                         |            |         |                       |         |                         |           |             |
| 1995/96                                    | 2,262,031  | 738,180 | 3,000,211             | 588,110 | 2,175,561               | 201,213   | 35,327      |
| 1996/97                                    | 2,565,381  | 742,306 | 3,307,687             | 630,579 | 2,260,689               | 225,700   | 190,719     |
| 1997/98                                    | 2,008,936  | 791,205 | 2,800,141             | 635,103 | 1,927,794               | 200,400   | 36,844      |
| 1998/99 F                                  | 2,372,270  | 768,000 | 3,140,270             | 616,300 | 2,252,170               | 233,200   | 38,600      |
| <b>OTHER NORTHERN HEMISPHERE COUNTRIES</b> |            |         |                       |         |                         |           |             |
| <b>Bulgaria</b>                            |            |         |                       |         |                         |           |             |
| 1995/96                                    | 21,500     | 150     | 21,650                | 30      | 7,602                   | 11,868    | 2,150       |
| 1996/97                                    | 21,000     | 100     | 21,100                | 25      | 7,800                   | 11,175    | 2,100       |
| 1997/98                                    | 20,900     | 100     | 21,000                | 25      | 7,800                   | 11,175    | 2,000       |
| 1998/99 F                                  | 20,500     | 150     | 20,650                | 30      | 7,790                   | 11,150    | 1,680       |
| <b>Canada</b>                              |            |         |                       |         |                         |           |             |
| 1995/96                                    | 11,325     | 58,639  | 69,964                | 809     | 64,155                  | 5,000     | 0           |
| 1996/97                                    | 17,423     | 56,786  | 74,209                | 658     | 68,451                  | 5,100     | 0           |
| 1997/98                                    | 15,611     | 69,551  | 85,162                | 958     | 78,904                  | 5,300     | 0           |
| 1998/99 F                                  | 16,760     | 72,000  | 88,760                | 900     | 82,960                  | 4,900     | 0           |
| <b>China</b>                               |            |         |                       |         |                         |           |             |
| 1995/96                                    | 4,940,000  | 419     | 4,940,419             | 82,027  | 4,364,392               | 494,000   | 0           |
| 1996/97                                    | 5,806,632  | 603     | 5,807,235             | 96,278  | 5,420,595               | 290,362   | 0           |
| 1997/98                                    | 6,400,000  | 600     | 6,400,600             | 97,000  | 5,983,570               | 320,030   | 0           |
| 1998/99 F                                  | 6,930,000  | 800     | 6,930,800             | 130,000 | 6,454,300               | 346,500   | 0           |
| <b>Japan</b>                               |            |         |                       |         |                         |           |             |
| 1995/96                                    | 400,300    | 17      | 400,317               | 6,121   | 393,696                 | 500       | 0           |
| 1996/97                                    | 396,800    | 14      | 396,814               | 4,652   | 391,662                 | 500       | 0           |
| 1997/98                                    | 427,800    | 48      | 427,848               | 6,202   | 421,146                 | 500       | 0           |
| 1998/99 F                                  | 433,600    | 50      | 433,650               | 6,300   | 426,850                 | 500       | 0           |
| <b>Mexico</b>                              |            |         |                       |         |                         |           |             |
| 1995/96                                    | 27,700     | 28,600  | 56,300                | 0       | 55,300                  | 1,000     | 0           |
| 1996/97                                    | 36,490     | 32,650  | 69,140                | 0       | 67,140                  | 2,000     | 0           |
| 1997/98                                    | 37,000     | 49,000  | 86,000                | 0       | 84,000                  | 2,000     | 0           |
| 1998/99 F                                  | 37,100     | 40,000  | 77,100                | 0       | 75,100                  | 2,000     | 0           |
| <b>Norway</b>                              |            |         |                       |         |                         |           |             |
| 1995/96                                    | 3,263      | 15,096  | 18,359                | 0       | 16,825                  | 105       | 1,429       |
| 1996/97                                    | 2,551      | 16,067  | 18,618                | 0       | 17,900                  | 80        | 638         |
| 1997/98                                    | 3,556      | 12,793  | 16,349                | 0       | 15,206                  | 165       | 978         |
| 1998/99 F                                  | 3,266      | 14,000  | 17,266                | 0       | 16,187                  | 88        | 991         |
| <b>Russian Federation</b>                  |            |         |                       |         |                         |           |             |
| 1995/96                                    | 189,000    | 133,750 | 322,750               | 20      | 275,000                 | 45,000    | 2,730       |
| 1996/97                                    | 246,400    | 96,300  | 342,700               | 30      | 275,000                 | 61,100    | 6,570       |
| 1997/98                                    | 213,400    | 186,000 | 399,400               | 30      | 315,000                 | 75,000    | 9,370       |
| 1998/99 F                                  | 240,000    | 100,000 | 340,000               | 50      | 270,500                 | 61,000    | 8,450       |
| <b>Serbia/Montenegro</b>                   |            |         |                       |         |                         |           |             |
| 1995/96                                    | 67,000     | 0       | 67,000                | 0       | 40,000                  | 27,000    | 0           |
| 1996/97                                    | 91,000     | 0       | 91,000                | 0       | 52,000                  | 39,000    | 0           |
| 1997/98                                    | 73,000     | 0       | 73,000                | 0       | 39,000                  | 34,000    | 0           |
| 1998/99 F                                  | 85,000     | 0       | 85,000                | 0       | 45,000                  | 40,000    | 0           |
| <b>Turkey</b>                              |            |         |                       |         |                         |           |             |
| 1995/96                                    | 410,000    | 30      | 410,030               | 12,902  | 376,628                 | 20,500    | 0           |
| 1996/97                                    | 415,000    | 78      | 415,078               | 11,485  | 382,843                 | 20,750    | 0           |
| 1997/98                                    | 400,000    | 100     | 400,100               | 12,000  | 368,100                 | 20,000    | 0           |
| 1998/99 F                                  | 415,000    | 100     | 415,100               | 12,000  | 382,350                 | 20,750    | 0           |

Continued

**TABLE 1**  
**PEARS: PRODUCTION, SUPPLY, AND DISTRIBUTION IN SELECTED COUNTRIES**  
**(METRIC TONS)**

| Country<br>Mktg. Year 1/                            | Production | Imports   | Supply<br>Utilization | Exports   | Domestic<br>Consumption | Processed | Withdrawals |
|---|------------|-----------|-----------------------|-----------|-------------------------|-----------|-------------|
| <b>United States 2/</b>                             |            |           |                       |           |                         |           |             |
| 1995/96   | 860,240    | 57,341    | 917,581               | 143,313   | 408,636                 | 365,632   | 0           |
| 1996/97   | 744,573    | 77,993    | 822,566               | 119,497   | 375,847                 | 327,222   | 0           |
| 1997/98   | 947,193    | 67,864    | 1,015,057             | 164,731   | 424,203                 | 426,123   | 0           |
| 1998/99 F   | 833,105    | 70,000    | 903,105               | 155,000   | 386,863                 | 361,242   | 0           |
| <b>SUBTOTAL OTHER NORTHERN HEMISPHERE COUNTRIES</b> |            |           |                       |           |                         |           |             |
| 1995/96   | 6,930,328  | 294,042   | 7,224,370             | 245,222   | 6,002,234               | 970,605   | 6,309       |
| 1996/97   | 7,777,869  | 280,591   | 8,058,460             | 232,625   | 7,059,238               | 757,289   | 9,308       |
| 1997/98   | 8,538,460  | 386,056   | 8,924,516             | 280,946   | 7,736,929               | 894,293   | 12,348      |
| 1998/99 F   | 9,014,331  | 297,100   | 9,311,431             | 304,280   | 8,147,900               | 848,130   | 11,121      |
| <b>TOTAL NORTHERN HEMISPHERE COUNTRIES</b>          |            |           |                       |           |                         |           |             |
| 1995/96   | 9,192,359  | 1,032,222 | 10,224,581            | 833,332   | 8,177,795               | 1,171,818 | 41,636      |
| 1996/97   | 10,343,250 | 1,022,897 | 11,366,147            | 863,204   | 9,319,927               | 982,989   | 200,027     |
| 1997/98   | 10,547,396 | 1,177,261 | 11,724,657            | 916,049   | 9,664,723               | 1,094,693 | 49,192      |
| 1998/99 F   | 11,386,601 | 1,065,100 | 12,451,701            | 920,580   | 10,400,070              | 1,081,330 | 49,721      |
| <b>SOUTHERN HEMISPHERE COUNTRIES</b>                |            |           |                       |           |                         |           |             |
| <b>Argentina</b>                                    |            |           |                       |           |                         |           |             |
| 1995/96   | 492,777    | 261       | 493,038               | 238,842   | 121,943                 | 132,253   | 0           |
| 1996/97   | 490,692    | 1,471     | 492,163               | 237,781   | 117,258                 | 137,124   | 0           |
| 1997/98   | 621,568    | 1,746     | 623,314               | 278,179   | 179,406                 | 165,729   | 0           |
| 1998/99 F   | NA         | NA        | NA                    | NA        | NA                      | NA        | NA          |
| <b>Australia</b>                                    |            |           |                       |           |                         |           |             |
| 1995/96   | 155,800    | 62        | 155,862               | 22,695    | 67,952                  | 65,215    | 0           |
| 1996/97   | 148,599    | 88        | 148,687               | 23,573    | 69,500                  | 55,614    | 0           |
| 1997/98   | 146,406    | 90        | 146,496               | 19,000    | 67,496                  | 60,000    | 0           |
| 1998/99 F   | NA         | NA        | NA                    | NA        | NA                      | NA        | NA          |
| <b>Chile</b>  |            |           |                       |           |                         |           |             |
| 1995/96   | 252,000    | 0         | 252,000               | 162,000   | 56,000                  | 34,000    | 0           |
| 1996/97   | 257,000    | 0         | 257,000               | 163,060   | 56,500                  | 37,440    | 0           |
| 1997/98   | 260,000    | 0         | 260,000               | 155,000   | 57,000                  | 48,000    | 0           |
| 1998/99 F   | NA         | NA        | NA                    | NA        | NA                      | NA        | NA          |
| <b>New Zealand</b>                                  |            |           |                       |           |                         |           |             |
| 1995/96   | 18,820     | 131       | 18,951                | 3,347     | 12,500                  | 3,104     | 0           |
| 1996/97   | 20,200     | 150       | 20,350                | 4,505     | 12,600                  | 3,245     | 0           |
| 1997/98   | 20,620     | 150       | 20,770                | 4,700     | 12,600                  | 3,470     | 0           |
| 1998/99 F   | NA         | NA        | NA                    | NA        | NA                      | NA        | NA          |
| <b>South Africa, Republic of</b>                    |            |           |                       |           |                         |           |             |
| 1995/96   | 242,500    | 0         | 242,500               | 85,000    | 46,250                  | 111,250   | 0           |
| 1996/97   | 276,874    | 0         | 276,874               | 111,509   | 50,374                  | 114,991   | 0           |
| 1997/98   | 283,845    | 0         | 283,845               | 117,835   | 53,110                  | 112,900   | 0           |
| 1998/99 F   | NA         | NA        | NA                    | NA        | NA                      | NA        | NA          |
| <b>TOTAL SOUTHERN HEMISPHERE COUNTRIES</b>          |            |           |                       |           |                         |           |             |
| 1995/96   | 1,161,897  | 454       | 1,162,351             | 511,884   | 304,645                 | 345,822   | 0           |
| 1996/97   | 1,193,365  | 1,709     | 1,195,074             | 540,428   | 306,232                 | 348,414   | 0           |
| 1997/98   | 1,332,439  | 1,986     | 1,334,425             | 574,714   | 369,612                 | 390,099   | 0           |
| 1998/99 F   | NA         | NA        | NA                    | NA        | NA                      | NA        | NA          |
| <b>WORLD GRAND TOTAL</b>                            |            |           |                       |           |                         |           |             |
| 1995/96   | 10,354,256 | 1,032,676 | 11,386,932            | 1,345,216 | 8,482,440               | 1,517,640 | 41,636      |
| 1996/97   | 11,536,615 | 1,024,606 | 12,561,221            | 1,403,632 | 9,626,159               | 1,331,403 | 200,027     |
| 1997/98   | 11,879,835 | 1,179,247 | 13,059,082            | 1,490,763 | 10,034,335              | 1,484,792 | 49,192      |
| 1998/99 F   | NA         | NA        | NA                    | NA        | NA                      | NA        | NA          |

1/ Data for Northern Hemisphere countries are for a July/June marketing year, except for Mexico and France, which are August/July. In the Southern Hemisphere the marketing year begins on January 1 of the second year indicated, except for Chile where the year starts on February 1 of the second year indicated, and New Zealand where the year starts on October 1 of the first year indicated.

2/ U.S. import/export estimates based on U.S. Census of the Bureau data, through August 1998, and trade contacts. F= Forecast

**TABLE 2**  
**U.S. PEAR EXPORTS**  
**MARKETING YEARS 1995/96-1997/98**  
**(JULY-JUNE)**  
**METRIC TONS**

| COUNTRIES OF DESTINATION | 1997/98<br>RANK | 1995/96 | 1996/97 | 1997/98 | % CHANGE<br>1996/97-1997/98 |
|--------------------------|-----------------|---------|---------|---------|-----------------------------|
| Canada                   | 1               | 44,348  | 38,954  | 50,168  | 28.79                       |
| Mexico                   | 2               | 28,430  | 31,547  | 48,220  | 52.85                       |
| Brazil                   | 3               | 21,747  | 17,969  | 17,506  | -2.57                       |
| Netherlands              | 4               | 4,390   | 1,073   | 9,340   | 770.11                      |
| Sweden                   | 5               | 4,836   | 4,306   | 7,796   | 81.05                       |
| Taiwan                   | 6               | 11,438  | 5,066   | 4,323   | -14.67                      |
| Russian Federation       | 7               | 2,337   | 3,109   | 4,230   | 36.06                       |
| Saudi Arabia             | 8               | 1,710   | 2,487   | 3,494   | 40.49                       |
| Venezuela                | 9               | 1,850   | 1,294   | 3,439   | 165.72                      |
| Israel                   | 10              | 4,978   | 1,032   | 2,529   | 145.01                      |
| Hong Kong                | 11              | 3,186   | 1,573   | 2,191   | 39.30                       |
| United Arab Emirates     | 12              | 1,837   | 1,468   | 1,868   | 27.30                       |
| Colombia                 | 13              | 2,711   | 2,174   | 1,506   | -30.71                      |
| United Kingdom           | 14              | 682     | 328     | 1,271   | 287.67                      |
| Singapore                | 15              | 1,096   | 500     | 1,186   | 137.43                      |
| Costa Rica               | 16              | 474     | 728     | 713     | -2.13                       |
| Panama                   | 17              | 1,449   | 775     | 610     | -21.33                      |
| Germany                  | 18              | 445     | 785     | 476     | -39.38                      |
| Guatemala                | 19              | 150     | 390     | 470     | 20.55                       |
| Indonesia                | 20              | 1,173   | 1,175   | 341     | -70.98                      |
| Denmark                  | 21              | 0       | 0       | 308     | N/A                         |
| Finland                  | 22              | 610     | 203     | 296     | 46.23                       |
| Switzerland              | 23              | 0       | 0       | 263     | N/A                         |
| Iceland                  | 24              | 133     | 539     | 262     | -51.30                      |
| Japan                    | 25              | 57      | 30      | 200     | 569.00                      |
| Bahrain                  | 26              | 40      | 60      | 192     | 220.29                      |
| Ireland                  | 27              | 220     | 503     | 185     | -63.14                      |
| Ecuador                  | 28              | 438     | 89      | 165     | 84.77                       |
| Kuwait                   | 29              | 234     | 167     | 151     | -9.60                       |
| Greece                   | 30              | 0       | 0       | 148     | N/A                         |
| Malaysia                 | 31              | 491     | 290     | 141     | -51.34                      |
| Bahamas, The             | 32              | 0       | 0       | 125     | N/A                         |
| Peru                     | 33              | 765     | 46      | 99      | 117.54                      |
| Honduras                 | 34              | 174     | 201     | 93      | -53.57                      |
| Dominican Republic       | 35              | 130     | 262     | 77      | -70.50                      |
| Trinidad and Tobago      | 36              | 61      | 45      | 60      | 33.08                       |
| Norway                   | 37              | 0       | 137     | 55      | -59.59                      |
| New Zealand              | 38              | 0       | 0       | 50      | N/A                         |
| Thailand                 | 39              | 18      | 0       | 44      | N/A                         |
| French Pacific Island    | 40              | 99      | 65      | 43      | -33.54                      |
| El Salvador              | 41              | 13      | 7       | 33      | 359.23                      |
| Egypt                    | 42              | 0       | 0       | 23      | N/A                         |
| France                   | 43              | 0       | 0       | 20      | N/A                         |
| Brunei                   | 44              | 0       | 0       | 17      | N/A                         |
| Guyana                   | 45              | 20      | 0       | 2       | N/A                         |
| Netherlands Antilles     | 46              | 0       | 0       | 1       | N/A                         |
| Belgium-Luxembourg       | 47              | 359     | 0       | 0       | N/A                         |
| Bermuda                  | 48              | 3       | 0       | 0       | N/A                         |
| China, Peoples Republic  | 49              | 37      | 0       | 0       | N/A                         |
| Haiti                    | 50              | 20      | 0       | 0       | N/A                         |
| Italy                    | 51              | 0       | 15      | 0       | -100.00                     |
| Malta & Gozo             | 52              | 13      | 0       | 0       | N/A                         |
| Nicaragua                | 53              | 0       | 0       | 0       | N/A                         |
| Other Pacific Island     | 54              | 0       | 0       | 0       | N/A                         |
| Pakistan                 | 55              | 0       | 46      | 0       | -100.00                     |
| Philippines              | 56              | 33      | 46      | 0       | -100.00                     |
| Spain                    | 57              | 40      | 0       | 0       | N/A                         |
| Vietnam                  | 58              | 39      | 16      | 0       | -100.00                     |
| Grand Total              |                 | 143,313 | 119,497 | 164,731 | 37.85                       |



## Hazelnut Situation and Outlook

Hazelnut production (in-shell equivalent) in four selected countries in 1998/99 is forecast to increase 23 percent to 752,970 metric tons. Production increases in Turkey, the world's largest producer, and Italy, more than offset decreases in Spain and the United States. Total exports from selected countries in 1998/99 are forecast to increase 9 percent to 448,000 tons. Expanded exports from Turkey and Italy are expected to more than offset reduced shipments from the United States and Spain. U.S. hazelnut exports in 1998/99 are forecast at 14,000 tons, 45 percent below the previous year's shipments, based on the sharply lower domestic harvest.

### United States

U.S. hazelnut production in 1998/99 is forecast at 14,970 tons, in-shell basis, down 65 percent from the previous year's harvest, due to a light-bearing crop year and weather-related problems. Virtually all the expected production will originate from Oregon, except for an estimated 50 tons from Washington.

U.S. hazelnut exports in 1998/99 are forecast 45 percent below the previous year's shipments, due to the smaller harvest. U.S. Hazelnut exports will also face increased competition in international markets from Turkey, which has larger exportable supplies this season.

### Turkey

Turkey is by far the world's leading producer of hazelnuts, accounting for more than 75 percent of world supplies. The 1998/99 season is expected to yield a bumper hazelnut crop, with production projected at 600,000 tons, about 25 percent higher than the previous year. Weather conditions were very favorable during the early growing season. However, hot and dry weather during July and August in most areas reduced yields below initial expectations.

Turkey is the world's largest hazelnut exporter, accounting for more than 80 percent of world

trade. In 1998/99 exports are forecast at 375,000 tons, 7 percent above the previous year's shipments, based on the larger harvest. Europe is the major market for Turkish hazelnuts. However, Turkey is looking to expand its exports to the Far East, former Soviet Union countries, and the United States. About four fifths of Turkey's hazelnut exports comprise raw kernels and the remaining one fifth consists of processed kernels, including roasted, sliced, chopped, paste, meal, and flour. Very few hazelnuts are exported as finished consumer confectionary items. The trend, however, is to move from raw exports to processed and finished products to capture increased value added. One constraint to increasing exports of hazelnut confectionary items is the relatively low quality of Turkish chocolate (an important base for hazelnut products) compared to European chocolate.

The hazelnut support price for marketing year 1998/99 was announced on August 10, 1998 at 2.26 U.S. dollars per kilogram. While this announced support price is viewed as an attractive one, the key question is whether FISKOBIRLIK (The Union of Hazelnut Sales Cooperatives) will be provided with funds to purchase significant quantities of hazelnuts. The Government of Turkey has reportedly promised to provide about TL150 trillion (about 500 million U.S. dollars) in funding for the procurement of 200,000 tons of hazelnuts from the 1998/99 crop. This level would be substantially higher



than the 64,500 tons (150 million U.S. dollars) which FISTOBIRLIK procured in 1997/98.

FISKOBIRLIK currently holds about 125,000 tons of hazelnut stocks, with 64,500 tons from the 1997/98 crop and the remainder from 1996/97. FISKOBIRLIK has announced that the 1996/97 stocks will be crushed for oil or donated to military and schools. It is not clear yet what the policy will be for the MY 1997/98 carry over.

competition from Turkey. However, larger production in 1998/99 and the European Union's suspension of a supplementary zero duty import quota for Turkey should result in sharply increased Italian hazelnut exports.

*(For further information on supply, distribution and trade, contact Joseph Somers at 202-720-2974. For information on U.S. marketing opportunities, contact Ingrid Mohn at 202-720-5330.)*

## **Spain**

The 1998/99 filbert crop in Spain is forecast at 8,000 tons, well below the 1997/98 record crop of 18,900 tons. The expected decrease is attributed to the normal fluctuation in the production cycle of the orchards and to adverse growing conditions. Reflecting the smaller crop in 1998/99, imports are expected to increase while exports are forecast to decline.

The bulk of Spain's hazelnut crop is consumed domestically in shelled form. The confectionery and chocolate industries use about 60 to 70 percent of domestic supplies.

U.S. hazelnut exports to Spain represent about 7 percent of total hazelnut imports into Spain. While U.S. exports have grown modestly over the past few years, U.S. suppliers continue to face heavy competition from lower-priced Turkish hazelnuts, who supply about a 70 percent of Spain's imports. Nevertheless, large, good quality U.S. hazelnuts continue to have potential for growth.

## **Italy**

Hazelnut production in 1998/99 is forecast at 130,000 tons (in-shell basis), 69 percent above the previous year's output. Weather conditions this year were generally favorable in all the major producing areas. Last year's crop was adversely affected by a frost in April, 1997.

Italian hazelnut exports in 1997/98 were down sharply due to a smaller harvest and increased

### HAZEL NUTS: PRODUCTION, SUPPLY AND DISTRIBUTION

| Country/<br>Marketing Year 1/ | Beginning<br>Stocks | Production | Imports | Total<br>Supply | Exports | Domestic<br>Consumption | Ending<br>Stocks |
|-------------------------------|---------------------|------------|---------|-----------------|---------|-------------------------|------------------|
| Metric tons, in-shell basis   |                     |            |         |                 |         |                         |                  |
| Italy                         |                     |            |         |                 |         |                         |                  |
| 1996/97                       | 60,000              | 95,000     | 36,491  | 191,491         | 55,468  | 106,023                 | 30,000           |
| 1997/98                       | 30,000              | 77,000     | 45,000  | 152,000         | 27,000  | 115,000                 | 10,000           |
| 1998/99 F                     | 10,000              | 130,000    | 30,000  | 170,000         | 53,000  | 115,000                 | 2,000            |
| Spain                         |                     |            |         |                 |         |                         |                  |
| 1996/97                       | 5,100               | 6,500      | 12,300  | 23,900          | 7,900   | 15,000                  | 1,000            |
| 1997/98                       | 1,000               | 18,900     | 7,000   | 26,900          | 10,400  | 16,000                  | 500              |
| 1998/99 F                     | 500                 | 8,000      | 12,500  | 21,000          | 6,000   | 15,000                  | 0                |
| Turkey                        |                     |            |         |                 |         |                         |                  |
| 1996/97                       | 60,000              | 440,000    | 1       | 500,001         | 334,637 | 60,364                  | 105,000          |
| 1997/98                       | 105,000             | 475,000    | 0       | 580,000         | 350,000 | 100,000                 | 130,000          |
| 1998/99 F                     | 130,000             | 600,000    | 0       | 730,000         | 375,000 | 175,000                 | 180,000          |
| United States 2/ 3/ 4/        |                     |            |         |                 |         |                         |                  |
| 1996/97                       | 4,788               | 16,783     | 9,772   | 31,343          | 16,612  | 14,264                  | 467              |
| 1997/98                       | 467                 | 42,640     | 10,765  | 53,872          | 25,361  | 26,788                  | 1,723            |
| 1998/99 F                     | 1,723               | 14,970     | 12,000  | 28,693          | 14,000  | 14,193                  | 500              |
| TOTAL                         |                     |            |         |                 |         |                         |                  |
| 1996/97                       | 129,888             | 558,283    | 58,564  | 746,735         | 414,617 | 195,651                 | 136,467          |
| 1997/98                       | 136,467             | 613,540    | 62,765  | 812,772         | 412,761 | 257,788                 | 142,223          |
| 1998/99 F                     | 142,223             | 752,970    | 54,500  | 949,693         | 448,000 | 319,193                 | 182,500          |

F = Forecast.

1/ Marketing Years: July-June for the United States; September -August for Spain, Italy, and Turkey.

2/ U.S. exports and imports are from the Bureau of the Census with forecasts by the Foreign Agricultural Service/USDA.

3/ The shelling ratios for U.S. exports and imports for 1996/97 and 1997/98 are 0.3920 and 0.3630 based of the National Agricultural Statistics Service/USDA. For 1998/99, FAS used the 1997/98 shelling ratio.

4/ The 1998/99 production forecast comes from the Oregon Agricultural Statistics Service.

SOURCES: U.S. Agricultural Attaché Reports, Bureau of the Census, Oregon Agricultural Statistics Service, NASS/USDA.

## Raisin Situation in Selected Countries

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The 1998/99 raisin/sultana pack in the major commercial producing countries of the Northern Hemisphere is forecast at 564,000 tons (packed-weight basis), off 16 percent from 1997/98. Significant pack increases in Turkey, Greece, and Mexico will likely be offset by a 35-percent decrease in U.S. raisin output from last season's record crop. Northern Hemisphere exports are forecast to decrease by less than 1 percent in 1998/99 based on lower exports from the United States. Exports are expected to increase from all selected Northern Hemisphere countries except the United States. U.S. raisin exports in 1997/98 increased by 2 percent. Major U.S. markets include the United Kingdom, Japan, Canada, Germany and growing markets like Brazil and the Philippines. U.S. raisin exports in 1998/99 are forecast to decrease 17 percent, based on smaller exportable supplies.

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### Northern Hemisphere Countries

#### Turkey

##### *Record production expected in 1998/99*

The 1998/99 sultana pack in Turkey is forecast at 250,000 tons, up 4 percent from 1997/98, due to favorable weather and increases in planted area. The quality of the crop is considered excellent and continuing to improve, due to better irrigation and other agricultural practices. The production area has been increasing in recent years, due to strong international demand for raisins and domestic demand for fresh seedless grapes. These grapes account for one third of all grapes and are located in the provinces of Izmir, Manisa, and Denizli.

##### *Record exports expected for the second straight year in 1998/99*

In 1998/99 Turkish sultana exports are forecast to rise by 4 percent to a record 200,000 tons, due to the larger harvest and excellent quality of the crop. The EU remains the most important market for Turkish sultanas (especially the United Kingdom, Germany, the Netherlands, Italy and France). Turkish sultana

exports will likely benefit from the elimination of the EU minimum import price (MIP) system in 1998. The industry plans to increase shipments of consumer-packaged raisins, which currently has a duty charged at a higher rate than bulk shipments. Outside of the European Union, Australia and Brazil are important export markets for Turkish sultanas.

Turkish domestic consumption in 1998/99 is forecast to increase 8 percent to 40,000 tons due to the larger available supply. In recent years reduced procurement of sultanas obtained by TEKEL, the state liquor monopoly, for distillation has occurred due to the high export demand for raisins in overseas markets. TEKEL is expected to purchase approximately 20,000 tons of sultanas in 1998/99. About half of this purchase will be from farmers and the rest from TARIS' stocks. In addition, it is estimated that approximately 5,000 tons of lower-priced sultanas have entered Turkey from Iran through unofficial border trade.

#### Greece

*Phylloxera problem is nearly resolved and production could rise to more normal levels in 1998/99*

The 1998/99 sultana pack is forecast at 42,000 tons, 47 percent above last year's revised output of 28,500 tons. Crop quality is considered satisfactory. The Phylloxera Recovery Program is replacing vineyards with Phylloxera-resistant root stock. By the year 2000, the government projects that 85 to 90 percent of the vines on Crete (the main production area) will be replaced with new plants. Production is expected to stabilize near 55,000 to 60,000 tons over the next few years.

Minimum import prices will be eliminated in the sultana trade in 1998 by the EU, with a complete phase out planned by the year 2000. Local cooperatives will set the minimum prices as they relate to market conditions. In general the Greek industry has noted that the previous system of minimum prices has tended to decrease prices by favoring EU imports of lower priced Turkish sultanas.

The EU is now providing direct income support to farmers based on their average production levels. The level in 1998 was 1,110,000 Drs/Ha (\$3,791) for farms with a minimum yield of 2,800 Kg/Ha. In 1998 the minimum grower price was set by the Cooperative Unions at 170 Drs/kg (for grade No. 4). (\$1.00 US = 298.7 Drs) In addition, the EU is providing a program designed to improve quality and sales of Greek sultanas. This season the program included the provision of 100,000 plastic containers to be used to pack the product instead of sacks. The program began in 1996 and had an initial funding level of \$1.6 million and is operated by KSOS, the Cooperative organization in Crete.

#### ***Greek exports to rebound in 1998/99***

About 90 percent of Greek sultana production is exported. Greek exports of sultanas in 1998/99 are expected to increase 37 percent to 37,000 tons. Major markets for Greek sultanas include, Germany, the United Kingdom, and France. When the supply of Greek sultanas increases, the industry hopes to expand sales to former and new markets. The Greek Government can promote sultanas

through the Export Promotion Organization (OPE). Competition from Turkey and Iran however, is expected to be strong and there are already concerns about oversupply due to large crops this year in both those two countries.

#### **Mexico**

Raisin production in 1998/99 is forecast to increase 22 percent to 22,000 tons, due to favorable weather during the growing season. Some lower quality fresh grapes were also diverted to raisin production. Crop quality overall is expected to be lower in 1998/99 because of heavy rains during the drying season. Production mainly occurs in Sonora, and to a lesser extent in Baja California. Thompson grapes make up 90 per cent of production.

In 1998/99, exports are expected to rise by 25 percent to 10,000 tons, based on increased supplies. The majority of export quality raisins are exported to the United States, with a smaller amount shipped to Canada. Mexican processors then import lower quality raisins (mostly from Chile) to meet internal demand needs. Export prices are reported as good in 1998/99 and approximate U.S.\$0.60 per pound.

Mexico is expected to reduce its imports of raisins in 1998/99, due to the larger harvest. The United States and Chile compete to export raisins to Mexico, although Chilean product has a significantly lower price range. Mexico, which has limited storage space, usually begins importing Chilean raisins in February, when supplies are low. Over the next few years, Mexico is likely to import more Chilean raisins under the Mexico-Chile Free Trade Agreement.

Domestic consumption in Mexico in 1998/99 is expected to approximate last year's level. Limited consumer purchasing power has contributed to stable consumption trends. Bakeries and food processors continue to be the largest users of Mexican raisins. Christmas and Easter are the most important seasons for raisins. Imported raisins (except from the United States and Chile, which both have a



zero tariff rate) are assessed an import tariff of 20 percent (0806.20.01).

## **United States**

### ***Production to decrease sharply in 1998/99***

Raisin output in 1998/99 is projected to be off 35 percent to 250,000 tons, packed weight basis. El Nino influenced weather problems that delayed the season are expected to contribute to the decrease. The first official estimate of the 1998/99 raisin pack in the United States will be released by the USDA's National Agricultural Statistics Service in January 1998.

### ***Raisin exports to decrease in 1998/99 and the United Kingdom overtakes Japan as the largest importer***

U.S. raisin exports are forecast to decrease to 100,000 tons in 1998/99 due to an expected smaller harvest. U.S. raisin exports in 1997/98 totaled 120,614 tons, 2 percent above 1996/97 volume and were valued at over \$204 million. The United Kingdom, Japan, Canada, and Germany were the largest four markets, respectively.

The United Kingdom became the California industry's largest export market in 1997/98. U.S. raisin exports in 1997/98 to the United Kingdom rose to 26,270 tons, 6 percent above the 1996/97 volume, and valued at over \$45 million. The U.S. industry has been able to make the United Kingdom its top market by focusing on new and varied uses for raisins and by focusing on new users.

The economic recession in Japan contributed to a 12 percent decrease in Japanese imports in 1997/98. Shipments to Japan were valued at \$37.8 million. Despite these problems, U.S. raisins have maintained a high market share in Japan in recent years. The U.S. industry uses a three prong approach to promotion in the Japanese market, aiming its program at institutions (hotels, schools), manufacturers, and consumers. This strategy has enabled U.S. raisin exports to remain strong despite a slow economy, currency fluctuations, and increased competition. The U.S. industry's goal is to increase knowledge of U.S. raisins

through consumer activities and educational materials. Future goals of this industry will likely include increasing domestic and international awareness and consumption of raisins/sultanas in traditional and new markets.

This includes educating the global consumer about the role raisins play in a healthy diet, especially for children and about the numerous and varied uses of raisins in all of the food sectors.

Activities to increase the awareness of raisins include: development of new products, offering educational seminars, technical seminars to expand the use of raisins by the baking industry, product development contests, trade ads, consumer advertising, and in-store promotions. These activities are designed to ultimately provide a high-quality product to consumers.

### ***Despite Asian crisis, other markets signal export opportunities***

Other markets showed promising growth in 1997/98. Canada increased imports 4 percent to nearly 12,000 tons with a value of almost \$23 million. Germany, a market which had been slowing, increased imports 21 percent to 7,191 tons. Brazil, an interesting new market has expanded imports by 171 percent in 1997/98. In addition, most Scandinavian countries either maintained or expanded imports in 1997/98. Problems in Asia also did not deter the Philippines from increasing U.S. raisin imports by 48 percent.

U.S. consumption of raisins increased 11 percent in 1997/98 to 219,678 tons. Increased supplies and lower prices contributed to the increase. Consumption in 1998/99 is forecast to remain at last season's level due to tighter supplies supplemented by the likely drawing down of stocks to meet demand.

## **Southern Hemisphere Countries**

The 1998/99 forecast for the total Southern Hemisphere sultana pack (harvested in early 1998) will be released in July 1999. The Southern Hemisphere 1997/98 pack estimate has been revised downward, from 87,750 tons



to 86,472 tons based on smaller than expected harvests in Chile and South Africa. Selected country Southern Hemisphere exports in 1997/98 have been reduced from 57,800 to 57,654 tons based on the lower supplies.

## **Australia**

The 1997/98 sultana pack was revised upwards to 38,500 tons, due to improved yields. This represents an increase of 55 percent above the previous year. This season, more sultana vines were replaced with premium wine varieties because of continued export demand for Australian wines. Wine exports are expected to grow over the next several years and may lead to a reduction in winery demand for multi-purpose grapes. Those grapes would likely be available for dried fruit production.

### ***Australian raisin exports stable in 1997/98***

Exports in 1997/98 approximated year's level at 15,500 tons. The larger harvest contributed to exports as stocks were at relatively low levels compared to the previous year. Primary Australian export markets include: Germany, New Zealand, Canada and the United Kingdom.

## **South Africa**

The 1997/98 raisin/sultana pack is estimated at 23,472 tons, down 38 percent from the previous year. Unfavorable weather conditions during the drying season, contributed to the decrease as much of the crop did not dry properly.

South Africa's raisin/sultana exports in 1997/98 are estimated at 19,154 tons, 34 percent below the previous year's shipments due to reduced supplies. Usually more than 70 percent of production is exported. South Africa's primary export markets are the United Kingdom, Germany, France, Japan and the Netherlands.

Policy changes are affecting South African agriculture this year. In Europe, the Minimum Import Price (MIP) system is being eliminated which will benefit South Africa because of the

current value of the rand against the European currencies. The value of the rand against the stronger U.S. dollar benefits South African export sales.

The New Agricultural Marketing Act, Act 46 of 1996 has entirely liberalized the South African Agricultural Marketing System to make it a free (versus controlled) market system. The Dried Fruit Board was phased out in December of 1997. The South African Dried Fruit Cooperative has been converted into a private company and may to some extent fill the role the board previously had. The result is that dried fruit producers now market their products without the dried fruit board. This act is expected to facilitate the entrance of new traders in the South African export/import market.

*(For further information on production, supply, distribution, and trade, contact Stephanie Riddick at 202-720-9792. For information on U.S. export marketing opportunities contact Kelly Kirby Strzelecki at 202-720-1341.)*

**RAISINS: PRODUCTION, SUPPLY, AND DISTRIBUTION**  
(Metric Tons)  
Marketing Years 1996/97 - 1998/99

| Country/<br>Marketing Year 1/    | Beginning<br>Stocks | Production | Imports | Exports | Domestic 2/<br>Consumption | Ending<br>Stocks |
|----------------------------------|---------------------|------------|---------|---------|----------------------------|------------------|
| <b>NORTHERN HEMISPHERE</b>       |                     |            |         |         |                            |                  |
| <b>Greece</b>                    |                     |            |         |         |                            |                  |
| 1996/97                          | 3,930               | 35,000     | 1,000   | 33,000  | 3,700                      | 3,230            |
| 1997/98                          | 3,230               | 28,500     | 1,500   | 27,000  | 3,700                      | 2,530            |
| 1998/99 F                        | 2,530               | 42,000     | 500     | 37,000  | 4,000                      | 4,030            |
| <b>Turkey</b>                    |                     |            |         |         |                            |                  |
| 1996/97                          | 22,872              | 200,000    | 8,296   | 163,895 | 52,000                     | 15,273           |
| 1997/98                          | 15,273              | 240,000    | 5,000   | 193,000 | 37,000                     | 30,273           |
| 1998/99 F                        | 30,273              | 250,000    | 3,000   | 200,000 | 40,000                     | 43,273           |
| <b>Mexico</b>                    |                     |            |         |         |                            |                  |
| 1996/97                          | 0                   | 16,000     | 8,000   | 10,000  | 14,000                     | 0                |
| 1997/98                          | 0                   | 18,000     | 7,000   | 8,000   | 17,000                     | 0                |
| 1998/99 F                        | 0                   | 22,000     | 5,000   | 10,000  | 17,000                     | 0                |
| <b>United States 3/</b>          |                     |            |         |         |                            |                  |
| 1996/97                          | 103,144             | 282,588    | 11,684  | 117,816 | 195,442                    | 84,158           |
| 1997/98                          | 84,158              | 387,368    | 11,194  | 120,614 | 219,678                    | 142,428          |
| 1998/99 F                        | 142,428             | 250,000    | 11,000  | 100,000 | 220,000                    | 83,428           |
| <b>Total Northern Hemisphere</b> |                     |            |         |         |                            |                  |
| 1996/97                          | 129,946             | 533,588    | 28,980  | 324,711 | 265,142                    | 102,661          |
| 1997/98                          | 102,661             | 673,868    | 24,694  | 348,614 | 277,378                    | 175,231          |
| 1998/99 F                        | 175,231             | 564,000    | 19,500  | 347,000 | 281,000                    | 130,731          |
| <b>SOUTHERN HEMISPHERE</b>       |                     |            |         |         |                            |                  |
| <b>Australia</b>                 |                     |            |         |         |                            |                  |
| 1996/97                          | 17,720              | 24,750     | 8,518   | 15,029  | 31,959                     | 4,000            |
| 1997/98                          | 4,000               | 38,500     | 9,000   | 15,500  | 31,800                     | 4,200            |
| 1998/99                          | N/A                 | N/A        | N/A     | N/A     | N/A                        | N/A              |
| <b>Chile</b>                     |                     |            |         |         |                            |                  |
| 1996/97                          | 1,820               | 33,000     | 0       | 28,279  | 3,500                      | 3,041            |
| 1997/98                          | 3,041               | 24,500     | 0       | 23,000  | 3,200                      | 1,341            |
| 1998/99                          | N/A                 | N/A        | N/A     | N/A     | N/A                        | N/A              |
| <b>South Africa</b>              |                     |            |         |         |                            |                  |
| 1996/97                          | 5,969               | 38,077     | 0       | 28,930  | 8,431                      | 6,685            |
| 1997/98                          | 6,685               | 23,472     | 0       | 19,154  | 5,212                      | 5,791            |
| 1998/99                          | N/A                 | N/A        | N/A     | N/A     | N/A                        | N/A              |
| <b>Total Southern Hemisphere</b> |                     |            |         |         |                            |                  |
| 1996/97                          | 25,509              | 95,827     | 8,518   | 72,238  | 43,890                     | 13,726           |
| 1997/98                          | 13,726              | 86,472     | 9,000   | 57,654  | 40,212                     | 11,332           |
| 1998/99                          | N/A                 | N/A        | N/A     | N/A     | N/A                        | N/A              |
| <b>Grand Total</b>               |                     |            |         |         |                            |                  |
| 1996/97                          | 155,455             | 629,415    | 37,498  | 396,949 | 309,032                    | 116,387          |
| 1997/98                          | 116,387             | 760,340    | 33,694  | 406,268 | 317,590                    | 186,563          |
| 1998/99                          | N/A                 | N/A        | N/A     | N/A     | N/A                        | N/A              |

1/ F = Forecast. Northern Hemisphere marketing years begin in August, except September in Turkey. Marketing years for Southern Hemisphere raisins, (which are harvested early in the second of the split years shown) begin Jan. 1, and March 1 in Australia.

2/ Domestic consumption figures include raisins used for feed and distillation purposes. 3/ includes currants. U.S. production data have been converted to a packed weight basis in order to align them with the other supply and distribution statistics.

Sources: U.S. Agricultural Attaches. USDA/NASS estimates. U.S. Department of Commerce. Industry data.

**U.S. EXPORTS OF RAISINS**  
**MARKETING YEARS (August/July) 1993/94-1997/98**  
**METRIC TONS**

| <b>Destination</b>     | <b>1993/94</b> | <b>1994/95</b> | <b>1995/96</b> | <b>1996/97</b> | <b>1997/98</b> |
|------------------------|----------------|----------------|----------------|----------------|----------------|
| <b>North America</b>   |                |                |                |                |                |
| Canada                 | 11,595         | 10,946         | 10,447         | 11,463         | 11,973         |
| Mexico                 | 2,972          | 498            | 587            | 1,572          | 1,167          |
| <b>Subtotal</b>        | <b>14,567</b>  | <b>11,444</b>  | <b>11,034</b>  | <b>13,035</b>  | <b>13,140</b>  |
| <b>European Union</b>  |                |                |                |                |                |
| Sweden                 | 4,902          | 5,188          | 4,317          | 4,570          | 4,693          |
| Finland                | 2,547          | 3,345          | 2,078          | 2,142          | 2,119          |
| Denmark                | 5,817          | 5,242          | 5,631          | 5,286          | 5,469          |
| United Kingdom         | 26,123         | 27,824         | 27,630         | 24,867         | 26,270         |
| Netherlands            | 3,490          | 3,562          | 3,273          | 3,271          | 3,820          |
| France                 | 271            | 210            | 438            | 402            | 679            |
| Germany                | 12,132         | 8,184          | 9,210          | 5,943          | 7,191          |
| Spain                  | 455            | 715            | 420            | 584            | 666            |
| Belgium-Lux.           | 2,923          | 2,862          | 2,778          | 2,162          | 1,438          |
| Other                  | 320            | 339            | 357            | 437            | 607            |
| <b>Subtotal</b>        | <b>58,980</b>  | <b>57,471</b>  | <b>56,132</b>  | <b>49,664</b>  | <b>52,952</b>  |
| <b>Asia</b>            |                |                |                |                |                |
| Singapore              | 2,633          | 3,272          | 3,570          | 3,704          | 2,585          |
| Malaysia               | 2,649          | 1,986          | 1,454          | 1,689          | 1,218          |
| Korea, Republic of     | 3,193          | 3,702          | 2,142          | 2,192          | 2,175          |
| Hong Kong              | 3,883          | 4,163          | 4,993          | 3,780          | 4,344          |
| Taiwan                 | 3,134          | 3,552          | 3,889          | 4,034          | 4,524          |
| Japan                  | 25,338         | 24,527         | 25,038         | 27,069         | 23,822         |
| <b>Subtotal</b>        | <b>40,830</b>  | <b>41,202</b>  | <b>41,086</b>  | <b>42,468</b>  | <b>38,668</b>  |
| <b>Other Countries</b> |                |                |                |                |                |
| New Zealand            | 1,358          | 1,462          | 1,395          | 1,522          | 1,269          |
| Norway                 | 2,550          | 2,318          | 2,337          | 2,572          | 1,993          |
| <b>All Others</b>      | <b>6,820</b>   | <b>6,974</b>   | <b>6,640</b>   | <b>8,555</b>   | <b>12,592</b>  |
| <b>Grand Total</b>     | <b>125,105</b> | <b>120,871</b> | <b>118,624</b> | <b>117,816</b> | <b>120,614</b> |

Source: U.S. Bureau of the Census

**U.S. IMPORTS OF RAISINS**  
**MARKETING YEARS (August/July) 1993/94-1997/98**  
**METRIC TONS**

| <b>Destination</b> | <b>1993/94</b> | <b>1994/95</b> | <b>1995/96</b> | <b>1996/97</b> | <b>1997/98</b> |
|--------------------|----------------|----------------|----------------|----------------|----------------|
| Canada             | 49             | 151            | 9              | 3              | 1              |
| Mexico             | 3,413          | 5,543          | 8,370          | 5,725          | 6,612          |
| Sweden             | 1              | 0              | 0              | 0              | 0              |
| Greece             | 20             | 0              | 0              | 0              | 4              |
| Switzerland        | 0              | 0              | 0              | 17             | 0              |
| Turkey             | 2,151          | 1,863          | 1,727          | 332            | 191            |
| Afghanistan        | 137            | 1              | 112            | 530            | 351            |
| Pakistan           | 20             | 41             | 32             | 115            | 329            |
| China              | 0              | 20             | 0              | 2              | 0              |
| India              | 0              | 0              | 2              | 0              | 2              |
| Argentina          | 19             | 97             | 132            | 301            | 413            |
| Chile              | 1,015          | 2,316          | 1,724          | 3,351          | 2,151          |
| South Africa       | 23             | 114            | 0              | 1,021          | 1,080          |
| Australia          | 5              | 0              | 0              | 21             | 0              |
| New Zealand        | 101            | 0              | 0              | 0              | 0              |
| <b>All Others</b>  | N/A            | N/A            | N/A            | 266            | 59             |
| <b>Grand Total</b> | <b>6,954</b>   | <b>10,146</b>  | <b>12,108</b>  | <b>11,684</b>  | <b>11,193</b>  |

Source: U.S. Bureau of the Census



U.S. Exports of Selected Horticultural Products

| Product and Country |                | Quantity       |                    |                    |                    |                | Values (1000 Dollars) |                    |                    |                    |  |
|---------------------|----------------|----------------|--------------------|--------------------|--------------------|----------------|-----------------------|--------------------|--------------------|--------------------|--|
| Country<br>Region   | Sep<br>FY 1997 | Sep<br>FY 1998 | Oct-Sep<br>FY 1997 | Oct-Sep<br>FY 1998 | Oct-Sep<br>FY 1997 | Sep<br>FY 1997 | Sep<br>FY 1998        | Oct-Sep<br>FY 1997 | Oct-Sep<br>FY 1998 | Oct-Sep<br>FY 1997 |  |
| Fresh Apples        | MT             |                |                    |                    |                    |                |                       |                    |                    |                    |  |
| Canada              | 9,011          | 7,914          | 88,955             | 95,465             | 88,955             | 6,904          | 5,362                 | 63,812             | 71,982             | 63,812             |  |
| Mexico              | 545            | 1,136          | 93,537             | 62,471             | 93,537             | 266            | 670                   | 46,524             | 34,847             | 46,524             |  |
| Indonesia           | 1,990          | 282            | 73,491             | 10,822             | 73,491             | 1,126          | 153                   | 42,923             | 6,152              | 42,923             |  |
| Hong Kong           | 1,349          | 4,602          | 46,878             | 48,660             | 46,878             | 856            | 2,585                 | 27,052             | 26,812             | 27,052             |  |
| Taiwan              | 5,478          | 6,082          | 113,819            | 113,877            | 113,819            | 3,339          | 3,721                 | 74,674             | 71,314             | 74,674             |  |
| Other Countries     | 8,673          | 8,343          | 273,069            | 207,786            | 273,069            | 5,962          | 4,809                 | 157,386            | 116,790            | 157,386            |  |
| Subtotal:----       | 27,047         | 28,359         | 689,749            | 539,081            | 689,749            | 18,453         | 17,300                | 412,371            | 327,896            | 412,371            |  |
| Fresh Pears         | MT             |                |                    |                    |                    |                |                       |                    |                    |                    |  |
| European Union      | 270            | 294            | 7,471              | 19,864             | 7,471              | 121            | 175                   | 3,539              | 9,219              | 3,539              |  |
| Canada              | 5,891          | 4,994          | 40,526             | 46,122             | 40,526             | 3,426          | 2,968                 | 30,807             | 30,093             | 30,807             |  |
| Mexico              | 4,390          | 3,551          | 34,021             | 47,275             | 34,021             | 2,155          | 1,904                 | 16,380             | 24,641             | 16,380             |  |
| Brazil              | 2,415          | 389            | 19,378             | 15,331             | 19,378             | 1,357          | 274                   | 8,660              | 6,472              | 8,660              |  |
| Taiwan              | 533            | 765            | 5,215              | 4,286              | 5,215              | 264            | 406                   | 3,207              | 2,136              | 3,207              |  |
| Other Countries     | 1,735          | 1,258          | 19,798             | 24,120             | 19,798             | 1,059          | 973                   | 13,460             | 14,413             | 13,460             |  |
| Subtotal:-----      | 15,234         | 11,251         | 126,409            | 156,996            | 126,409            | 8,382          | 6,700                 | 76,052             | 86,973             | 76,052             |  |
| Fresh Apricots      | MT             |                |                    |                    |                    |                |                       |                    |                    |                    |  |
| European Union      | 0              | -              | 286                | 71                 | 286                | 0              | 7                     | 408                | 234                | 408                |  |
| Canada              | 13             | 22             | 4,366              | 3,719              | 4,366              | 22             | 33                    | 4,597              | 4,364              | 4,597              |  |
| Mexico              | 0              | 13             | 1,224              | 1,967              | 1,224              | 0              | 21                    | 986                | 1,553              | 986                |  |
| Taiwan              | 225            | 19             | 372                | 664                | 372                | 205            | 35                    | 394                | 741                | 394                |  |
| Japan               | 0              | 116            | 85                 | 193                | 85                 | 0              | 92                    | 97                 | 175                | 97                 |  |
| Other Countries     | 112            | 114            | 271                | 365                | 271                | 92             | 57                    | 256                | 576                | 256                |  |
| Subtotal:-----      | 350            | 285            | 6,604              | 6,980              | 6,604              | 320            | 245                   | 6,738              | 7,642              | 6,738              |  |
| Fresh Cherries      | MT             |                |                    |                    |                    |                |                       |                    |                    |                    |  |
| European Union      | 804            | 395            | 10,369             | 11,466             | 10,369             | 683            | 273                   | 21,988             | 23,900             | 21,988             |  |
| Canada              | 32             | 0              | 7,263              | 6,754              | 7,263              | 66             | 0                     | 17,824             | 13,420             | 17,824             |  |
| Hong Kong           | 6              | 0              | 2,764              | 3,172              | 2,764              | 11             | 0                     | 6,989              | 8,194              | 6,989              |  |
| Taiwan              | 0              | 105            | 4,917              | 5,959              | 4,917              | 0              | 166                   | 15,536             | 17,925             | 15,536             |  |
| Japan               | 60             | 133            | 13,003             | 9,080              | 13,003             | 38             | 207                   | 74,257             | 47,269             | 74,257             |  |
| Other Countries     | 0              | 48             | 1,085              | 1,161              | 1,085              | 0              | 94                    | 3,548              | 3,327              | 3,548              |  |
| Subtotal:-----      | 901            | 681            | 39,400             | 37,591             | 39,400             | 798            | 741                   | 140,144            | 114,035            | 140,144            |  |
| Fresh Peach/Nect    | MT             |                |                    |                    |                    |                |                       |                    |                    |                    |  |
| Canada              | 3,046          | 5,754          | 51,869             | 39,959             | 51,869             | 3,178          | 5,431                 | 44,366             | 38,047             | 44,366             |  |
| Mexico              | 1,864          | 5,115          | 15,270             | 15,755             | 15,270             | 991            | 2,307                 | 7,451              | 7,589              | 7,451              |  |
| Brazil              | 343            | 0              | 843                | 169                | 843                | 240            | 0                     | 713                | 139                | 713                |  |
| Hong Kong           | 38             | 59             | 3,668              | 2,418              | 3,668              | 42             | 66                    | 2,817              | 1,967              | 2,817              |  |
| Taiwan              | 2,644          | 5,112          | 26,329             | 17,817             | 26,329             | 3,050          | 6,422                 | 32,499             | 23,243             | 32,499             |  |
| Other Countries     | 781            | 535            | 5,366              | 3,869              | 5,366              | 682            | 699                   | 4,892              | 3,555              | 4,892              |  |
| Subtotal:-----      | 8,715          | 16,575         | 103,345            | 79,987             | 103,345            | 8,183          | 14,925                | 92,737             | 74,540             | 92,737             |  |
| Fr. Plums/Prunes    | MT             |                |                    |                    |                    |                |                       |                    |                    |                    |  |
| Canada              | 2,864          | 3,600          | 25,023             | 19,910             | 25,023             | 2,587          | 3,727                 | 21,232             | 20,968             | 21,232             |  |
| Mexico              | 1,963          | 1,626          | 4,796              | 4,041              | 4,796              | 1,098          | 1,033                 | 2,862              | 2,562              | 2,862              |  |
| Malaysia            | 118            | 150            | 1,675              | 436                | 1,675              | 126            | 155                   | 1,281              | 411                | 1,281              |  |
| Hong Kong           | 2,078          | 2,754          | 12,147             | 7,964              | 12,147             | 1,852          | 2,909                 | 11,067             | 7,965              | 11,067             |  |
| Taiwan              | 1,730          | 830            | 20,835             | 9,932              | 20,835             | 1,404          | 812                   | 18,123             | 9,201              | 18,123             |  |
| Other Countries     | 2,364          | 2,074          | 7,430              | 6,572              | 7,430              | 2,053          | 3,570                 | 6,659              | 8,058              | 6,659              |  |
| Subtotal:-----      | 11,117         | 11,034         | 71,906             | 48,855             | 71,906             | 9,122          | 12,206                | 61,224             | 49,164             | 61,224             |  |
| Fr. Avocados        | MT             |                |                    |                    |                    |                |                       |                    |                    |                    |  |
| European Union      | 52             | 566            | 2,501              | 1,516              | 2,501              | 142            | 559                   | 2,817              | 1,792              | 2,817              |  |
| Canada              | 143            | 101            | 1,316              | 1,048              | 1,316              | 176            | 108                   | 1,518              | 1,186              | 1,518              |  |
| Korea, Republic o   | 8              | 14             | 91                 | 53                 | 91                 | 15             | 24                    | 175                | 89                 | 175                |  |
| Hong Kong           | 0              | 0              | 80                 | 45                 | 80                 | 0              | 0                     | 135                | 121                | 135                |  |
| Japan               | 0              | 0              | 1,784              | 732                | 1,784              | 0              | 0                     | 3,473              | 1,155              | 3,473              |  |
| Other Countries     | 1              | 18             | 48                 | 121                | 48                 | 8              | 14                    | 96                 | 187                | 96                 |  |
| Subtotal:-----      | 205            | 699            | 5,819              | 3,516              | 5,819              | 340            | 706                   | 8,215              | 4,529              | 8,215              |  |
| Fr. Kiwifruit       | MT             |                |                    |                    |                    |                |                       |                    |                    |                    |  |
| Canada              | 37             | 76             | 3,246              | 4,041              | 3,246              | 52             | 106                   | 3,449              | 5,159              | 3,449              |  |
| Mexico              | 0              | 0              | 303                | 437                | 303                | 0              | 0                     | 268                | 344                | 268                |  |
| Russian Federatio   | 0              | 0              | 71                 | 57                 | 71                 | 0              | 0                     | 70                 | 81                 | 70                 |  |
| Korea, Republic o   | 0              | 0              | 1,558              | 0                  | 1,558              | 0              | 0                     | 2,787              | 0                  | 2,787              |  |
| Hong Kong           | 0              | 0              | 213                | 187                | 213                | 0              | 0                     | 383                | 332                | 383                |  |
| Other Countries     | 19             | -              | 47                 | 963                | 47                 | 18             | 5                     | 79                 | 1,250              | 79                 |  |
| Subtotal:-----      | 57             | 76             | 5,438              | 5,684              | 5,438              | 70             | 111                   | 7,036              | 7,167              | 7,036              |  |
| Fresh Grapes        | MT             |                |                    |                    |                    |                |                       |                    |                    |                    |  |
| Canada              | 34,654         | 24,535         | 91,966             | 78,759             | 91,966             | 35,740         | 25,882                | 116,808            | 102,740            | 116,808            |  |
| Mexico              | 3,141          | 3,082          | 12,706             | 24,101             | 12,706             | 2,894          | 2,744                 | 12,752             | 21,735             | 12,752             |  |
| Philippines         | 1,433          | 1,120          | 12,592             | 12,848             | 12,592             | 1,619          | 1,421                 | 16,740             | 14,345             | 16,740             |  |
| Hong Kong           | 13,424         | 9,707          | 47,881             | 38,104             | 47,881             | 16,710         | 12,651                | 65,970             | 51,581             | 65,970             |  |
| Taiwan              | 3,260          | 2,995          | 15,107             | 7,315              | 15,107             | 3,892          | 4,295                 | 18,995             | 9,479              | 18,995             |  |
| Other Countries     | 8,192          | 7,410          | 53,305             | 56,340             | 53,305             | 10,116         | 10,834                | 78,463             | 79,294             | 78,463             |  |
| Subtotal:-----      | 64,104         | 48,850         | 233,558            | 217,467            | 233,558            | 70,972         | 57,827                | 309,727            | 279,173            | 309,727            |  |

U.S. Exports of Selected Horticultural Products

| Product and Country       |                | Quantity       |                    |                    |                    |                | Values (1000 Dollars) |                    |                    |                    |  |
|---------------------------|----------------|----------------|--------------------|--------------------|--------------------|----------------|-----------------------|--------------------|--------------------|--------------------|--|
| Country<br>Region         | Sep<br>FY 1997 | Sep<br>FY 1998 | Oct-Sep<br>FY 1997 | Oct-Sep<br>FY 1998 | Oct-Sep<br>FY 1997 | Sep<br>FY 1997 | Sep<br>FY 1998        | Oct-Sep<br>FY 1997 | Oct-Sep<br>FY 1998 | Oct-Sep<br>FY 1997 |  |
| Fresh Strawberries MT     |                |                |                    |                    |                    |                |                       |                    |                    |                    |  |
| European Union            | 509            | 595            | 3,622              | 3,282              | 3,622              | 1,246          | 1,373                 | 9,212              | 8,016              | 9,212              |  |
| Canada                    | 1,476          | 2,033          | 39,978             | 36,369             | 39,978             | 2,530          | 2,991                 | 57,300             | 56,995             | 57,300             |  |
| Mexico                    | 321            | 857            | 1,354              | 3,164              | 1,354              | 553            | 1,129                 | 2,310              | 4,378              | 2,310              |  |
| Thailand                  | 36             | 0              | 288                | 0                  | 288                | 60             | 0                     | 511                | 0                  | 511                |  |
| Japan                     | 1,175          | 1,006          | 6,858              | 6,111              | 6,858              | 4,948          | 4,020                 | 26,262             | 22,072             | 26,262             |  |
| Other Countries           | 56             | 46             | 514                | 944                | 514                | 102            | 64                    | 1,414              | 1,903              | 1,414              |  |
| Subtotal:----             | 3,572          | 4,536          | 52,615             | 49,870             | 52,615             | 9,438          | 9,577                 | 97,010             | 93,364             | 97,010             |  |
| Fresh Oranges Inc Tmpl MT |                |                |                    |                    |                    |                |                       |                    |                    |                    |  |
| Canada                    | 5,400          | 4,714          | 198,847            | 203,878            | 198,847            | 3,041          | 2,240                 | 102,434            | 102,805            | 102,434            |  |
| Malaysia                  | 111            | 278            | 21,343             | 19,964             | 21,343             | 60             | 146                   | 11,689             | 10,706             | 11,689             |  |
| Korea, Republic o         | 705            | 559            | 31,760             | 26,543             | 31,760             | 635            | 350                   | 20,739             | 18,321             | 20,739             |  |
| Hong Kong                 | 7,768          | 10,508         | 133,150            | 173,971            | 133,150            | 4,619          | 5,707                 | 75,655             | 104,002            | 75,655             |  |
| Japan                     | 724            | 2,279          | 123,521            | 126,968            | 123,521            | 488            | 1,445                 | 69,023             | 75,598             | 69,023             |  |
| Other Countries           | 2,771          | 3,980          | 81,807             | 90,686             | 81,807             | 1,567          | 2,055                 | 43,663             | 49,740             | 43,663             |  |
| Subtotal:----             | 17,479         | 22,319         | 590,428            | 642,010            | 590,428            | 10,409         | 11,942                | 323,203            | 361,171            | 323,203            |  |
| Fresh Grapefruit MT       |                |                |                    |                    |                    |                |                       |                    |                    |                    |  |
| European Union            | 2,451          | 114            | 140,246            | 137,032            | 140,246            | 1,266          | 57                    | 60,956             | 54,151             | 60,956             |  |
| Canada                    | 4,181          | 2,245          | 74,982             | 53,411             | 74,982             | 1,959          | 1,486                 | 29,244             | 28,389             | 29,244             |  |
| Hong Kong                 | 71             | 55             | 7,587              | 2,973              | 7,587              | 28             | 34                    | 4,319              | 1,538              | 4,319              |  |
| Taiwan                    | 188            | 55             | 26,174             | 17,062             | 26,174             | 78             | 27                    | 11,711             | 7,441              | 11,711             |  |
| Japan                     | 890            | 359            | 221,912            | 171,308            | 221,912            | 671            | 221                   | 124,930            | 95,465             | 124,930            |  |
| Other Countries           | 285            | 98             | 13,501             | 5,494              | 13,501             | 171            | 45                    | 9,247              | 2,804              | 9,247              |  |
| Subtotal:----             | 8,066          | 2,927          | 484,403            | 387,282            | 484,403            | 4,174          | 1,870                 | 240,408            | 189,788            | 240,408            |  |
| Fresh Lemons MT           |                |                |                    |                    |                    |                |                       |                    |                    |                    |  |
| European Union            | 0              | 0              | 1,184              | 754                | 1,184              | 0              | 0                     | 926                | 463                | 926                |  |
| Canada                    | 356            | 1,109          | 22,736             | 24,355             | 22,736             | 333            | 731                   | 15,242             | 13,780             | 15,242             |  |
| Korea, Republic o         | 166            | 87             | 3,877              | 2,178              | 3,877              | 259            | 95                    | 3,810              | 1,670              | 3,810              |  |
| Hong Kong                 | 368            | 335            | 8,744              | 10,418             | 8,744              | 352            | 288                   | 6,070              | 6,844              | 6,070              |  |
| Japan                     | 3,885          | 2,265          | 79,266             | 69,428             | 79,266             | 6,931          | 1,866                 | 91,439             | 57,211             | 91,439             |  |
| Other Countries           | 202            | 34             | 4,472              | 6,148              | 4,472              | 54             | 13                    | 3,169              | 4,073              | 3,169              |  |
| Subtotal:----             | 4,976          | 3,830          | 120,279            | 113,282            | 120,279            | 7,930          | 2,992                 | 120,656            | 84,042             | 120,656            |  |
| Fresh Tang/Mand MT        |                |                |                    |                    |                    |                |                       |                    |                    |                    |  |
| European Union            | 0              | 0              | 2,024              | 956                | 2,024              | 0              | 0                     | 1,382              | 585                | 1,382              |  |
| Canada                    | 157            | 0              | 13,361             | 13,444             | 13,361             | 129            | 0                     | 11,025             | 10,172             | 11,025             |  |
| Korea, Republic o         | 0              | 0              | 3,535              | 8,035              | 3,535              | 0              | 0                     | 3,089              | 7,038              | 3,089              |  |
| Japan                     | 0              | 0              | 2,726              | 807                | 2,726              | 0              | 0                     | 2,401              | 637                | 2,401              |  |
| Australia                 | 0              | 0              | 692                | 731                | 692                | 0              | 0                     | 581                | 441                | 581                |  |
| Other Countries           | 0              | 0              | 695                | 1,043              | 695                | 0              | 0                     | 733                | 783                | 733                |  |
| Subtotal:----             | 157            | 0              | 23,033             | 25,017             | 23,033             | 129            | 0                     | 19,209             | 19,657             | 19,209             |  |
| Canned Peaches MT         |                |                |                    |                    |                    |                |                       |                    |                    |                    |  |
| Canada                    | 549            | 349            | 4,954              | 7,948              | 4,954              | 494            | 375                   | 5,297              | 7,584              | 5,297              |  |
| Russian Federatio         | 109            | 0              | 1,278              | 285                | 1,278              | 97             | 0                     | 1,068              | 221                | 1,068              |  |
| Korea, Republic o         | 28             | 55             | 1,508              | 553                | 1,508              | 26             | 45                    | 1,164              | 413                | 1,164              |  |
| Taiwan                    | 51             | 147            | 1,249              | 1,006              | 1,249              | 43             | 115                   | 1,013              | 836                | 1,013              |  |
| Japan                     | 387            | 222            | 2,837              | 2,709              | 2,837              | 503            | 246                   | 3,078              | 2,788              | 3,078              |  |
| Other Countries           | 516            | 1,711          | 5,047              | 9,079              | 5,047              | 465            | 1,331                 | 4,907              | 8,372              | 4,907              |  |
| Subtotal:----             | 1,640          | 2,484          | 16,873             | 21,580             | 16,873             | 1,628          | 2,111                 | 16,528             | 20,215             | 16,528             |  |
| Canned Pears MT           |                |                |                    |                    |                    |                |                       |                    |                    |                    |  |
| European Union            | 95             | 2              | 438                | 186                | 438                | 77             | 3                     | 364                | 161                | 364                |  |
| Canada                    | 198            | 422            | 2,446              | 3,731              | 2,446              | 195            | 370                   | 2,704              | 3,635              | 2,704              |  |
| Mexico                    | 0              | 0              | 91                 | 0                  | 91                 | 0              | 0                     | 27                 | 0                  | 27                 |  |
| Korea, Republic o         | 0              | 0              | 43                 | 0                  | 43                 | 0              | 0                     | 37                 | 0                  | 37                 |  |
| Japan                     | 17             | 0              | 163                | 479                | 163                | 25             | 0                     | 181                | 549                | 181                |  |
| Other Countries           | 40             | 53             | 314                | 832                | 314                | 29             | 37                    | 317                | 732                | 317                |  |
| Subtotal:----             | 350            | 477            | 3,494              | 5,228              | 3,494              | 327            | 411                   | 3,630              | 5,077              | 3,630              |  |
| Canned Pineapple MT       |                |                |                    |                    |                    |                |                       |                    |                    |                    |  |
| European Union            | 16             | 15             | 1,124              | 823                | 1,124              | 19             | 18                    | 1,030              | 764                | 1,030              |  |
| Canada                    | 23             | 362            | 882                | 1,360              | 882                | 22             | 325                   | 838                | 1,277              | 838                |  |
| Philippines               | 31             | 43             | 218                | 512                | 218                | 26             | 43                    | 181                | 434                | 181                |  |
| Korea, Republic o         | 0              | 2              | 369                | 5                  | 369                | 0              | 3                     | 331                | 5                  | 331                |  |
| Japan                     | 49             | 283            | 526                | 1,068              | 526                | 58             | 306                   | 516                | 1,204              | 516                |  |
| Other Countries           | 106            | 41             | 575                | 826                | 575                | 110            | 39                    | 547                | 772                | 547                |  |
| Subtotal:----             | 226            | 747            | 3,694              | 4,593              | 3,694              | 236            | 733                   | 3,443              | 4,455              | 3,443              |  |
| Fruit Mixtures MT         |                |                |                    |                    |                    |                |                       |                    |                    |                    |  |
| Canada                    | 974            | 956            | 7,713              | 8,607              | 7,713              | 993            | 1,069                 | 8,453              | 9,698              | 8,453              |  |
| Singapore                 | 136            | 39             | 1,789              | 670                | 1,789              | 237            | 40                    | 2,173              | 734                | 2,173              |  |
| Philippines               | 4              | 4              | 1,419              | 973                | 1,419              | 11             | 4                     | 1,729              | 1,150              | 1,729              |  |
| Hong Kong                 | 5              | 33             | 1,183              | 508                | 1,183              | 4              | 28                    | 1,437              | 556                | 1,437              |  |
| Japan                     | 207            | 305            | 3,278              | 3,384              | 3,278              | 259            | 330                   | 3,728              | 4,189              | 3,728              |  |
| Other Countries           | 734            | 691            | 7,094              | 8,831              | 7,094              | 881            | 783                   | 9,534              | 11,936             | 9,534              |  |
| Subtotal:----             | 2,061          | 2,028          | 22,475             | 22,973             | 22,475             | 2,386          | 2,254                 | 27,055             | 28,263             | 27,055             |  |

U.S. Exports of Selected Horticultural Products

| Product and Country            |                | Quantity       |                    |                    |                    |                | Values (1000 Dollars) |                    |                    |                    |  |
|--------------------------------|----------------|----------------|--------------------|--------------------|--------------------|----------------|-----------------------|--------------------|--------------------|--------------------|--|
| Country<br>Region              | Sep<br>FY 1997 | Sep<br>FY 1998 | Oct-Sep<br>FY 1997 | Oct-Sep<br>FY 1998 | Oct-Sep<br>FY 1997 | Sep<br>FY 1997 | Sep<br>FY 1998        | Oct-Sep<br>FY 1997 | Oct-Sep<br>FY 1998 | Oct-Sep<br>FY 1997 |  |
| <b>Dried Prunes MT</b>         |                |                |                    |                    |                    |                |                       |                    |                    |                    |  |
| European Union                 | 3,147          | 3,080          | 30,764             | 31,653             | 30,764             | 6,338          | 6,067                 | 64,621             | 60,569             | 64,621             |  |
| Canada                         | 355            | 344            | 4,137              | 4,148              | 4,137              | 760            | 751                   | 8,860              | 8,802              | 8,860              |  |
| Netherlands Antil              | 160            | 7              | 2,199              | 2,118              | 2,199              | 406            | 15                    | 5,552              | 3,816              | 5,552              |  |
| Singapore                      | 176            | 130            | 3,182              | 1,689              | 3,182              | 366            | 261                   | 5,657              | 3,636              | 5,657              |  |
| Japan                          | 1,215          | 1,828          | 15,639             | 20,442             | 15,639             | 2,574          | 3,095                 | 31,667             | 37,560             | 31,667             |  |
| Other Countries                | 1,371          | 1,292          | 11,614             | 10,781             | 11,614             | 2,410          | 2,356                 | 22,042             | 19,275             | 22,042             |  |
| Subtotal:----                  | 6,424          | 6,681          | 67,535             | 70,831             | 67,535             | 12,854         | 12,545                | 138,398            | 133,659            | 138,398            |  |
| <b>Dried Raisins MT</b>        |                |                |                    |                    |                    |                |                       |                    |                    |                    |  |
| European Union                 | 5,747          | 5,624          | 47,432             | 54,055             | 47,432             | 10,451         | 8,241                 | 83,689             | 88,596             | 83,689             |  |
| Canada                         | 1,355          | 1,662          | 11,436             | 12,010             | 11,436             | 2,661          | 2,891                 | 22,589             | 22,408             | 22,589             |  |
| Hong Kong                      | 682            | 106            | 4,371              | 3,582              | 4,371              | 1,332          | 195                   | 8,769              | 6,572              | 8,769              |  |
| Taiwan                         | 419            | 350            | 4,334              | 4,308              | 4,334              | 645            | 495                   | 6,454              | 6,391              | 6,454              |  |
| Japan                          | 2,212          | 1,991          | 25,836             | 23,996             | 25,836             | 3,773          | 3,080                 | 43,712             | 37,761             | 43,712             |  |
| Other Countries                | 1,997          | 1,611          | 21,606             | 22,971             | 21,606             | 3,438          | 2,730                 | 38,741             | 38,349             | 38,741             |  |
| Subtotal:----                  | 12,413         | 11,343         | 115,016            | 120,923            | 115,016            | 22,300         | 17,633                | 203,954            | 200,076            | 203,954            |  |
| <b>Dried Figs MT</b>           |                |                |                    |                    |                    |                |                       |                    |                    |                    |  |
| Canada                         | 93             | 190            | 945                | 827                | 945                | 274            | 476                   | 2,776              | 2,451              | 2,776              |  |
| Mexico                         | 17             | 0              | 41                 | 17                 | 41                 | 44             | 0                     | 119                | 44                 | 119                |  |
| China, Peoples Re              | 0              | 0              | 33                 | 17                 | 33                 | 0              | 0                     | 95                 | 50                 | 95                 |  |
| Hong Kong                      | 75             | 59             | 567                | 336                | 567                | 286            | 317                   | 2,071              | 1,494              | 2,071              |  |
| Japan                          | 24             | 11             | 363                | 493                | 363                | 92             | 43                    | 1,193              | 1,366              | 1,193              |  |
| Other Countries                | 4              | 1              | 80                 | 134                | 80                 | 12             | 3                     | 229                | 335                | 229                |  |
| Subtotal:----                  | 212            | 261            | 2,027              | 1,824              | 2,027              | 707            | 839                   | 6,483              | 5,740              | 6,483              |  |
| <b>Dates MT</b>                |                |                |                    |                    |                    |                |                       |                    |                    |                    |  |
| European Union                 | 236            | 109            | 939                | 1,226              | 939                | 574            | 424                   | 3,304              | 3,830              | 3,304              |  |
| Canada                         | 116            | 94             | 811                | 865                | 811                | 373            | 241                   | 2,337              | 2,295              | 2,337              |  |
| Switzerland                    | 50             | 30             | 353                | 198                | 353                | 310            | 122                   | 1,618              | 1,037              | 1,618              |  |
| Indonesia                      | 0              | 0              | 234                | 26                 | 234                | 0              | 0                     | 693                | 82                 | 693                |  |
| Australia                      | 4              | 11             | 508                | 396                | 508                | 21             | 72                    | 2,265              | 2,037              | 2,265              |  |
| Other Countries                | 38             | 189            | 983                | 1,362              | 983                | 142            | 113                   | 1,915              | 1,997              | 1,915              |  |
| Subtotal:----                  | 445            | 432            | 3,829              | 4,073              | 3,829              | 1,421          | 972                   | 12,132             | 11,278             | 12,132             |  |
| <b>Fcoj KL</b>                 |                |                |                    |                    |                    |                |                       |                    |                    |                    |  |
| European Union                 | 17,640         | 4,047          | 205,417            | 149,838            | 205,417            | 5,689          | 2,020                 | 80,212             | 59,664             | 80,212             |  |
| Canada                         | 1,683          | 2,123          | 22,939             | 22,005             | 22,939             | 2,543          | 3,214                 | 36,575             | 32,303             | 36,575             |  |
| Switzerland                    | 0              | 0              | 54,032             | 32,137             | 54,032             | 0              | 0                     | 10,500             | 8,411              | 10,500             |  |
| Korea, Republic o              | 635            | 846            | 20,003             | 10,407             | 20,003             | 467            | 848                   | 11,363             | 7,232              | 11,363             |  |
| Japan                          | 3,752          | 2,497          | 50,381             | 63,236             | 50,381             | 1,270          | 1,025                 | 25,360             | 24,004             | 25,360             |  |
| Other Countries                | 1,576          | 6,333          | 29,153             | 38,274             | 29,153             | 708            | 2,499                 | 13,624             | 16,059             | 13,624             |  |
| Subtotal:----                  | 25,286         | 15,847         | 381,926            | 315,898            | 381,926            | 10,677         | 9,606                 | 177,635            | 147,674            | 177,635            |  |
| <b>Orange Juice NtCnc KL</b>   |                |                |                    |                    |                    |                |                       |                    |                    |                    |  |
| European Union                 | 2,617          | 14,856         | 29,297             | 73,004             | 29,297             | 1,698          | 7,183                 | 18,968             | 33,734             | 18,968             |  |
| Canada                         | 10,676         | 12,593         | 127,249            | 141,564            | 127,249            | 7,394          | 8,529                 | 87,612             | 96,161             | 87,612             |  |
| Korea, Republic o              | 30             | 37             | 4,212              | 1,943              | 4,212              | 23             | 42                    | 3,365              | 854                | 3,365              |  |
| Hong Kong                      | 207            | 20             | 3,209              | 511                | 3,209              | 153            | 16                    | 2,821              | 378                | 2,821              |  |
| Japan                          | 381            | 162            | 2,524              | 4,796              | 2,524              | 251            | 106                   | 1,913              | 3,591              | 1,913              |  |
| Other Countries                | 1,001          | 1,166          | 12,431             | 13,173             | 12,431             | 864            | 927                   | 10,194             | 10,622             | 10,194             |  |
| Subtotal:----                  | 14,912         | 28,834         | 178,921            | 234,992            | 178,921            | 10,383         | 16,803                | 124,874            | 145,340            | 124,874            |  |
| <b>Grapefruit Juice Cnc KL</b> |                |                |                    |                    |                    |                |                       |                    |                    |                    |  |
| European Union                 | 2,004          | 1,322          | 37,464             | 30,743             | 37,464             | 1,347          | 862                   | 20,113             | 18,178             | 20,113             |  |
| Canada                         | 349            | 190            | 3,399              | 2,535              | 3,399              | 416            | 267                   | 4,611              | 3,943              | 4,611              |  |
| Mexico                         | 0              | 107            | 497                | 668                | 497                | 0              | 91                    | 389                | 560                | 389                |  |
| Israel                         | 0              | 0              | 602                | 0                  | 602                | 0              | 0                     | 170                | 0                  | 170                |  |
| Japan                          | 909            | 350            | 17,137             | 12,300             | 17,137             | 537            | 246                   | 13,908             | 9,374              | 13,908             |  |
| Other Countries                | 419            | 133            | 3,378              | 2,491              | 3,378              | 238            | 35                    | 2,301              | 1,156              | 2,301              |  |
| Subtotal:----                  | 3,681          | 2,103          | 62,477             | 48,737             | 62,477             | 2,538          | 1,501                 | 41,493             | 33,211             | 41,493             |  |
| <b>Fresh Asparagus MT</b>      |                |                |                    |                    |                    |                |                       |                    |                    |                    |  |
| European Union                 | 16             | 56             | 737                | 806                | 737                | 36             | 175                   | 1,980              | 2,905              | 1,980              |  |
| Canada                         | 131            | 136            | 6,289              | 6,508              | 6,289              | 433            | 474                   | 16,883             | 17,019             | 16,883             |  |
| Mexico                         | 0              | 1              | 53                 | 91                 | 53                 | 0              | 3                     | 125                | 142                | 125                |  |
| Switzerland                    | 0              | 0              | 1,423              | 2,549              | 1,423              | 0              | 0                     | 4,468              | 6,628              | 4,468              |  |
| Japan                          | 79             | 5              | 6,431              | 5,201              | 6,431              | 381            | 28                    | 26,529             | 17,753             | 26,529             |  |
| Other Countries                | 6              | 5              | 226                | 331                | 226                | 13             | 15                    | 703                | 988                | 703                |  |
| Subtotal:----                  | 232            | 204            | 15,160             | 15,485             | 15,160             | 864            | 694                   | 50,688             | 45,435             | 50,688             |  |
| <b>Fresh Broccoli MT</b>       |                |                |                    |                    |                    |                |                       |                    |                    |                    |  |
| Canada                         | 1,789          | 1,710          | 73,326             | 74,480             | 73,326             | 1,308          | 1,222                 | 45,436             | 48,293             | 45,436             |  |
| Mexico                         | 50             | 98             | 634                | 736                | 634                | 63             | 60                    | 558                | 566                | 558                |  |
| Hong Kong                      | 429            | 323            | 6,603              | 5,643              | 6,603              | 428            | 321                   | 5,778              | 4,673              | 5,778              |  |
| Taiwan                         | 249            | 528            | 2,865              | 3,838              | 2,865              | 290            | 393                   | 2,782              | 3,275              | 2,782              |  |
| Japan                          | 3,346          | 3,737          | 46,184             | 41,401             | 46,184             | 2,964          | 2,984                 | 37,009             | 33,531             | 37,009             |  |
| Other Countries                | 0              | 0              | 779                | 732                | 779                | 0              | 0                     | 652                | 528                | 652                |  |
| Subtotal:----                  | 5,863          | 6,397          | 130,391            | 126,830            | 130,391            | 5,054          | 4,981                 | 92,215             | 90,866             | 92,215             |  |

U.S. Exports of Selected Horticultural Products

| Product and Country |                | Quantity       |                    |                    |                    |                | Values (1000 Dollars) |                    |                    |                    |  |
|---------------------|----------------|----------------|--------------------|--------------------|--------------------|----------------|-----------------------|--------------------|--------------------|--------------------|--|
| Country<br>Region   | Sep<br>FY 1997 | Sep<br>FY 1998 | Oct-Sep<br>FY 1997 | Oct-Sep<br>FY 1998 | Oct-Sep<br>FY 1997 | Sep<br>FY 1997 | Sep<br>FY 1998        | Oct-Sep<br>FY 1997 | Oct-Sep<br>FY 1998 | Oct-Sep<br>FY 1997 |  |
| <hr/>               |                |                |                    |                    |                    |                |                       |                    |                    |                    |  |
| Fresh Carrots       | MT             |                |                    |                    |                    |                |                       |                    |                    |                    |  |
| Canada              | 2,203          | 3,467          | 87,276             | 98,914             | 87,276             | 1,518          | 2,196                 | 42,416             | 51,251             | 42,416             |  |
| Mexico              | 69             | 400            | 1,022              | 1,218              | 1,022              | 35             | 116                   | 458                | 539                | 458                |  |
| Trinidad and Toba   | 0              | 22             | 1,014              | 810                | 1,014              | 0              | 10                    | 455                | 348                | 455                |  |
| United Arab Emira   | 306            | 191            | 3,368              | 3,916              | 3,368              | 126            | 87                    | 1,227              | 1,459              | 1,227              |  |
| Japan               | 82             | 31             | 1,342              | 1,274              | 1,342              | 40             | 39                    | 1,363              | 1,149              | 1,363              |  |
| Other Countries     | 530            | 483            | 6,000              | 6,653              | 6,000              | 262            | 260                   | 3,168              | 3,390              | 3,168              |  |
| Subtotal:----       | 3,190          | 4,595          | 100,022            | 112,785            | 100,022            | 1,981          | 2,708                 | 49,087             | 58,136             | 49,087             |  |
| Fresh Lettuce       | MT             |                |                    |                    |                    |                |                       |                    |                    |                    |  |
| Canada              | 9,921          | 10,804         | 242,280            | 253,830            | 242,280            | 5,856          | 5,265                 | 117,746            | 145,189            | 117,746            |  |
| Mexico              | 2,739          | 3,393          | 19,251             | 19,729             | 19,251             | 1,013          | 1,187                 | 7,571              | 7,730              | 7,571              |  |
| Singapore           | 318            | 205            | 3,522              | 3,180              | 3,522              | 228            | 124                   | 2,366              | 2,242              | 2,366              |  |
| Hong Kong           | 1,267          | 1,554          | 18,490             | 16,537             | 18,490             | 902            | 892                   | 10,905             | 10,063             | 10,905             |  |
| Taiwan              | 494            | 514            | 3,496              | 3,119              | 3,496              | 350            | 283                   | 2,101              | 1,863              | 2,101              |  |
| Other Countries     | 431            | 742            | 7,442              | 7,446              | 7,442              | 293            | 768                   | 5,922              | 6,607              | 5,922              |  |
| Subtotal:----       | 15,170         | 17,211         | 294,482            | 303,840            | 294,482            | 8,644          | 8,519                 | 146,612            | 173,694            | 146,612            |  |
| Fresh Onions        | MT             |                |                    |                    |                    |                |                       |                    |                    |                    |  |
| Canada              | 5,354          | 5,611          | 118,736            | 114,589            | 118,736            | 1,507          | 1,605                 | 42,172             | 48,126             | 42,172             |  |
| Mexico              | 3,121          | 1,494          | 15,570             | 22,206             | 15,570             | 1,159          | 518                   | 6,444              | 8,377              | 6,444              |  |
| Korea, Republic o   | 0              | 19             | 14,022             | 160                | 14,022             | 0              | 23                    | 8,698              | 200                | 8,698              |  |
| Taiwan              | 4,160          | 2,159          | 15,217             | 13,804             | 15,217             | 1,226          | 593                   | 4,497              | 4,078              | 4,497              |  |
| Japan               | 9,912          | 16,329         | 69,440             | 100,217            | 69,440             | 2,408          | 3,865                 | 17,261             | 26,635             | 17,261             |  |
| Other Countries     | 3,556          | 3,621          | 32,136             | 41,320             | 32,136             | 1,334          | 1,462                 | 13,392             | 18,334             | 13,392             |  |
| Subtotal:----       | 26,103         | 29,232         | 265,121            | 292,297            | 265,121            | 7,634          | 8,066                 | 92,464             | 105,750            | 92,464             |  |
| Fresh Tomatoes      | MT             |                |                    |                    |                    |                |                       |                    |                    |                    |  |
| European Union      | 361            | 522            | 3,743              | 3,120              | 3,743              | 731            | 1,297                 | 7,781              | 7,538              | 7,781              |  |
| Canada              | 8,394          | 8,500          | 132,734            | 123,907            | 132,734            | 4,802          | 5,764                 | 103,461            | 108,712            | 103,461            |  |
| Mexico              | 2,942          | 68             | 15,867             | 5,024              | 15,867             | 2,276          | 65                    | 11,491             | 4,455              | 11,491             |  |
| Hong Kong           | 0              | 98             | 356                | 248                | 356                | 0              | 48                    | 175                | 155                | 175                |  |
| Japan               | 24             | 8              | 174                | 577                | 174                | 12             | 16                    | 106                | 684                | 106                |  |
| Other Countries     | 69             | 69             | 776                | 813                | 776                | 103            | 68                    | 770                | 772                | 770                |  |
| Subtotal:----       | 11,789         | 9,265          | 153,650            | 133,689            | 153,650            | 7,924          | 7,258                 | 123,783            | 122,317            | 123,783            |  |
| Canned Sweet Corn   | MT             |                |                    |                    |                    |                |                       |                    |                    |                    |  |
| European Union      | 2,965          | 3,240          | 40,865             | 39,952             | 40,865             | 2,192          | 2,162                 | 29,046             | 28,253             | 29,046             |  |
| Korea, Republic o   | 1,920          | 381            | 18,282             | 11,625             | 18,282             | 1,825          | 402                   | 18,331             | 11,610             | 18,331             |  |
| Hong Kong           | 462            | 377            | 22,410             | 5,659              | 22,410             | 421            | 313                   | 18,279             | 4,800              | 18,279             |  |
| Taiwan              | 1,188          | 1,363          | 23,509             | 25,386             | 23,509             | 1,011          | 1,189                 | 20,998             | 23,056             | 20,998             |  |
| Japan               | 3,922          | 3,654          | 64,852             | 56,405             | 64,852             | 3,145          | 3,059                 | 53,779             | 46,871             | 53,779             |  |
| Other Countries     | 2,560          | 2,227          | 33,551             | 32,280             | 33,551             | 1,960          | 1,592                 | 26,919             | 24,514             | 26,919             |  |
| Subtotal:----       | 13,016         | 11,243         | 203,469            | 171,307            | 203,469            | 10,554         | 8,717                 | 167,353            | 139,104            | 167,353            |  |
| Canned Tomato Paste | MT             |                |                    |                    |                    |                |                       |                    |                    |                    |  |
| European Union      | 1,801          | 0              | 15,390             | 21,905             | 15,390             | 396            | 0                     | 6,222              | 12,009             | 6,222              |  |
| Canada              | 4,894          | 4,134          | 47,236             | 42,912             | 47,236             | 3,769          | 3,256                 | 34,943             | 31,427             | 34,943             |  |
| Brazil              | 0              | 0              | 27,396             | 2,944              | 27,396             | 0              | 0                     | 17,915             | 1,904              | 17,915             |  |
| Korea, Republic o   | 593            | 615            | 8,310              | 9,633              | 8,310              | 525            | 542                   | 6,910              | 7,644              | 6,910              |  |
| Japan               | 1,241          | 347            | 9,533              | 13,098             | 9,533              | 1,166          | 306                   | 7,720              | 9,323              | 7,720              |  |
| Other Countries     | 1,440          | 3,418          | 21,089             | 32,766             | 21,089             | 1,075          | 1,411                 | 15,608             | 22,692             | 15,608             |  |
| Subtotal:----       | 9,969          | 8,514          | 128,954            | 123,257            | 128,954            | 6,932          | 5,514                 | 89,320             | 84,999             | 89,320             |  |
| Canned Tomato Sauce | MT             |                |                    |                    |                    |                |                       |                    |                    |                    |  |
| European Union      | 288            | 665            | 4,999              | 6,964              | 4,999              | 382            | 902                   | 6,459              | 9,162              | 6,459              |  |
| Canada              | 5,366          | 6,315          | 59,272             | 72,901             | 59,272             | 4,911          | 5,801                 | 54,848             | 64,550             | 54,848             |  |
| Mexico              | 734            | 678            | 5,927              | 6,569              | 5,927              | 526            | 533                   | 4,618              | 4,910              | 4,618              |  |
| Korea, Republic o   | 349            | 531            | 1,688              | 2,050              | 1,688              | 291            | 392                   | 1,569              | 1,679              | 1,569              |  |
| Japan               | 574            | 244            | 5,749              | 5,905              | 5,749              | 622            | 251                   | 6,442              | 5,536              | 6,442              |  |
| Other Countries     | 867            | 648            | 10,474             | 11,712             | 10,474             | 1,042          | 848                   | 11,011             | 12,689             | 11,011             |  |
| Subtotal:----       | 8,177          | 9,081          | 88,108             | 106,100            | 88,108             | 7,773          | 8,727                 | 84,947             | 98,526             | 84,947             |  |
| Frozen French Fries | MT             |                |                    |                    |                    |                |                       |                    |                    |                    |  |
| Philippines         | 1,715          | 1,090          | 18,645             | 17,462             | 18,645             | 1,202          | 710                   | 13,390             | 12,147             | 13,390             |  |
| Korea, Republic o   | 2,190          | 1,961          | 28,494             | 24,423             | 28,494             | 1,544          | 1,444                 | 21,023             | 15,597             | 21,023             |  |
| Hong Kong           | 2,578          | 2,731          | 27,293             | 29,934             | 27,293             | 1,719          | 1,743                 | 18,247             | 19,669             | 18,247             |  |
| Taiwan              | 1,653          | 1,422          | 21,128             | 23,481             | 21,128             | 1,083          | 954                   | 14,121             | 15,355             | 14,121             |  |
| Japan               | 13,785         | 18,722         | 200,342            | 231,975            | 200,342            | 9,555          | 14,061                | 147,601            | 163,358            | 147,601            |  |
| Other Countries     | 8,630          | 8,918          | 100,773            | 110,155            | 100,773            | 6,703          | 7,180                 | 79,954             | 86,463             | 79,954             |  |
| Subtotal:----       | 30,550         | 34,844         | 396,674            | 437,431            | 396,674            | 21,805         | 26,092                | 294,335            | 312,588            | 294,335            |  |
| Frozen Sweet Corn   | MT             |                |                    |                    |                    |                |                       |                    |                    |                    |  |
| European Union      | 675            | 289            | 2,816              | 4,717              | 2,816              | 388            | 208                   | 1,926              | 3,379              | 1,926              |  |
| Canada              | 246            | 208            | 4,690              | 2,953              | 4,690              | 179            | 134                   | 3,542              | 2,092              | 3,542              |  |
| Mexico              | 998            | 293            | 2,114              | 3,330              | 2,114              | 390            | 153                   | 983                | 1,884              | 983                |  |
| Hong Kong           | 501            | 634            | 5,142              | 5,668              | 5,142              | 384            | 475                   | 3,703              | 4,119              | 3,703              |  |
| Japan               | 3,622          | 3,599          | 40,865             | 46,579             | 40,865             | 3,333          | 3,281                 | 38,092             | 40,785             | 38,092             |  |
| Other Countries     | 762            | 1,233          | 9,574              | 14,224             | 9,574              | 624            | 747                   | 7,965              | 10,753             | 7,965              |  |
| Subtotal:----       | 6,804          | 6,256          | 65,202             | 77,470             | 65,202             | 5,298          | 4,998                 | 56,212             | 63,011             | 56,212             |  |



## U.S. Exports of Selected Horticultural Products

| Product and Country     |                | Quantity       |                    |                    |                    |                | Values (1000 Dollars) |                    |                    |                    |  |
|-------------------------|----------------|----------------|--------------------|--------------------|--------------------|----------------|-----------------------|--------------------|--------------------|--------------------|--|
| Country<br>Region       | Sep<br>FY 1997 | Sep<br>FY 1998 | Oct-Sep<br>FY 1997 | Oct-Sep<br>FY 1998 | Oct-Sep<br>FY 1997 | Sep<br>FY 1997 | Sep<br>FY 1998        | Oct-Sep<br>FY 1997 | Oct-Sep<br>FY 1998 | Oct-Sep<br>FY 1997 |  |
| <hr/>                   |                |                |                    |                    |                    |                |                       |                    |                    |                    |  |
| Almonds Unshelled MT    |                |                |                    |                    |                    |                |                       |                    |                    |                    |  |
| European Union          | 911            | 419            | 6,043              | 7,044              | 6,043              | 2,060          | 1,045                 | 14,259             | 17,003             | 14,259             |  |
| India                   | 5,342          | 584            | 13,609             | 11,638             | 13,609             | 16,437         | 1,883                 | 36,783             | 35,989             | 36,783             |  |
| Hong Kong               | 73             | 27             | 666                | 514                | 666                | 176            | 86                    | 1,665              | 1,331              | 1,665              |  |
| Taiwan                  | 20             | 0              | 541                | 235                | 541                | 71             | 0                     | 1,347              | 748                | 1,347              |  |
| Japan                   | 163            | 50             | 1,136              | 2,776              | 1,136              | 396            | 139                   | 2,820              | 6,954              | 2,820              |  |
| Other Countries         | 600            | 56             | 2,740              | 3,478              | 2,740              | 1,642          | 140                   | 6,785              | 7,940              | 6,785              |  |
| Subtotal:-----          | 7,110          | 1,136          | 24,735             | 25,684             | 24,735             | 20,782         | 3,293                 | 63,658             | 69,965             | 63,658             |  |
| Almonds Shelled/Prep MT |                |                |                    |                    |                    |                |                       |                    |                    |                    |  |
| European Union          | 18,838         | 8,774          | 105,022            | 111,642            | 105,022            | 79,136         | 36,244                | 519,178            | 437,705            | 519,178            |  |
| Canada                  | 1,159          | 1,020          | 8,421              | 9,221              | 8,421              | 5,208          | 4,042                 | 40,499             | 36,114             | 40,499             |  |
| Mexico                  | 640            | 704            | 3,944              | 4,534              | 3,944              | 1,528          | 1,522                 | 10,276             | 9,936              | 10,276             |  |
| Switzerland             | 488            | 129            | 3,317              | 2,371              | 3,317              | 2,396          | 517                   | 18,549             | 9,948              | 18,549             |  |
| Japan                   | 1,505          | 640            | 16,483             | 19,378             | 16,483             | 7,814          | 3,011                 | 95,101             | 82,246             | 95,101             |  |
| Other Countries         | 7,351          | 3,132          | 26,389             | 30,126             | 26,389             | 32,709         | 13,751                | 132,484            | 126,842            | 132,484            |  |
| Subtotal:-----          | 29,981         | 14,398         | 163,576            | 177,273            | 163,576            | 128,791        | 59,087                | 816,088            | 702,792            | 816,088            |  |
| Walnuts, Shelled MT     |                |                |                    |                    |                    |                |                       |                    |                    |                    |  |
| European Union          | 190            | 504            | 4,444              | 6,350              | 4,444              | 947            | 1,435                 | 11,119             | 15,406             | 11,119             |  |
| Canada                  | 324            | 255            | 3,131              | 2,434              | 3,131              | 954            | 787                   | 8,869              | 8,667              | 8,869              |  |
| Brazil                  | 0              | 0              | 1,319              | 367                | 1,319              | 0              | 0                     | 2,036              | 766                | 2,036              |  |
| Israel                  | 184            | 51             | 1,309              | 2,307              | 1,309              | 606            | 182                   | 6,136              | 8,434              | 6,136              |  |
| Japan                   | 789            | 508            | 10,218             | 6,761              | 10,218             | 1,463          | 2,674                 | 32,570             | 30,733             | 32,570             |  |
| Other Countries         | 213            | 184            | 3,515              | 4,862              | 3,515              | 636            | 572                   | 12,746             | 13,212             | 12,746             |  |
| Subtotal:-----          | 1,700          | 1,503          | 23,936             | 23,080             | 23,936             | 4,606          | 5,651                 | 73,476             | 77,218             | 73,476             |  |
| Walnuts, Unshelled MT   |                |                |                    |                    |                    |                |                       |                    |                    |                    |  |
| European Union          | 7,193          | 819            | 48,664             | 29,197             | 48,664             | 14,985         | 1,417                 | 104,206            | 56,177             | 104,206            |  |
| Canada                  | 26             | 51             | 1,476              | 1,721              | 1,476              | 64             | 80                    | 3,478              | 3,352              | 3,478              |  |
| Brazil                  | 0              | 0              | 1,698              | 877                | 1,698              | 0              | 0                     | 3,750              | 1,848              | 3,750              |  |
| Israel                  | 19             | 0              | 1,344              | 1,071              | 1,344              | 40             | 0                     | 2,464              | 1,865              | 2,464              |  |
| Japan                   | 41             | 75             | 938                | 759                | 938                | 68             | 123                   | 1,591              | 1,252              | 1,591              |  |
| Other Countries         | 361            | 126            | 3,068              | 7,026              | 3,068              | 823            | 213                   | 6,269              | 12,079             | 6,269              |  |
| Subtotal:-----          | 7,640          | 1,070          | 57,187             | 40,652             | 57,187             | 15,979         | 1,833                 | 121,757            | 76,573             | 121,757            |  |
| Pistachios MT           |                |                |                    |                    |                    |                |                       |                    |                    |                    |  |
| European Union          | 542            | 300            | 4,328              | 14,560             | 4,328              | 2,207          | 1,421                 | 16,524             | 59,800             | 16,524             |  |
| Canada                  | 202            | 209            | 1,768              | 2,433              | 1,768              | 846            | 900                   | 7,874              | 10,829             | 7,874              |  |
| Singapore               | 38             | 0              | 730                | 489                | 730                | 174            | 0                     | 3,426              | 2,288              | 3,426              |  |
| Hong Kong               | 795            | 355            | 6,164              | 10,394             | 6,164              | 3,689          | 1,085                 | 27,211             | 40,277             | 27,211             |  |
| Japan                   | 226            | 0              | 1,267              | 632                | 1,267              | 1,206          | 0                     | 6,546              | 2,992              | 6,546              |  |
| Other Countries         | 494            | 156            | 4,593              | 5,311              | 4,593              | 2,456          | 724                   | 23,741             | 25,381             | 23,741             |  |
| Subtotal:-----          | 2,297          | 1,020          | 18,851             | 33,818             | 18,851             | 10,578         | 4,130                 | 85,322             | 141,566            | 85,322             |  |
| Hop Pellets MT          |                |                |                    |                    |                    |                |                       |                    |                    |                    |  |
| European Union          | 62             | 58             | 1,080              | 1,258              | 1,080              | 326            | 503                   | 6,810              | 6,864              | 6,810              |  |
| Canada                  | 126            | 104            | 1,631              | 1,428              | 1,631              | 719            | 637                   | 10,643             | 8,527              | 10,643             |  |
| Colombia                | 20             | 20             | 323                | 443                | 323                | 197            | 100                   | 2,956              | 3,601              | 2,956              |  |
| Brazil                  | 6              | 93             | 1,830              | 884                | 1,830              | 49             | 500                   | 7,765              | 3,843              | 7,765              |  |
| Japan                   | 0              | 0              | 239                | 337                | 239                | 0              | 0                     | 870                | 1,628              | 870                |  |
| Other Countries         | 43             | 82             | 1,017              | 1,304              | 1,017              | 206            | 321                   | 4,691              | 5,308              | 4,691              |  |
| Subtotal:-----          | 257            | 356            | 6,120              | 5,654              | 6,120              | 1,497          | 2,060                 | 33,737             | 29,770             | 33,737             |  |
| Hop Extract MT          |                |                |                    |                    |                    |                |                       |                    |                    |                    |  |
| European Union          | 69             | 55             | 1,229              | 1,054              | 1,229              | 833            | 755                   | 18,313             | 15,208             | 18,313             |  |
| Mexico                  | 186            | 8              | 643                | 591                | 643                | 1,625          | 95                    | 12,219             | 12,937             | 12,219             |  |
| Brazil                  | 77             | 4              | 529                | 333                | 529                | 2,063          | 63                    | 9,274              | 5,502              | 9,274              |  |
| Argentina               | 8              | 28             | 168                | 86                 | 168                | 208            | 509                   | 1,612              | 1,741              | 1,612              |  |
| Hong Kong               | 13             | 0              | 127                | 154                | 127                | 93             | 0                     | 1,373              | 1,926              | 1,373              |  |
| Other Countries         | 75             | 37             | 772                | 939                | 772                | 1,299          | 603                   | 14,289             | 13,471             | 14,289             |  |
| Subtotal:-----          | 428            | 132            | 3,468              | 3,157              | 3,468              | 6,120          | 2,025                 | 57,080             | 50,786             | 57,080             |  |
| Hops, Nspf MT           |                |                |                    |                    |                    |                |                       |                    |                    |                    |  |
| European Union          | 49             | 6              | 1,202              | 1,133              | 1,202              | 237            | 62                    | 5,413              | 4,831              | 5,413              |  |
| Mexico                  | 0              | 0              | 73                 | 155                | 73                 | 0              | 0                     | 423                | 1,078              | 423                |  |
| Brazil                  | 0              | 0              | 113                | 23                 | 113                | 0              | 0                     | 454                | 629                | 454                |  |
| Philippines             | 0              | -              | 41                 | -                  | 41                 | 0              | 4                     | 713                | 4                  | 713                |  |
| Japan                   | 0              | 0              | 276                | 47                 | 276                | 0              | 0                     | 1,164              | 605                | 1,164              |  |
| Other Countries         | 12             | 4              | 183                | 234                | 183                | 368            | 15                    | 1,477              | 1,430              | 1,477              |  |
| Subtotal:-----          | 62             | 11             | 1,888              | 1,592              | 1,888              | 605            | 80                    | 9,644              | 8,577              | 9,644              |  |
| Grape Wine KL           |                |                |                    |                    |                    |                |                       |                    |                    |                    |  |
| European Union          | 10,522         | 12,064         | 89,715             | 113,757            | 89,715             | 22,541         | 25,813                | 184,575            | 237,576            | 184,575            |  |
| Canada                  | 2,688          | 3,687          | 34,618             | 40,080             | 34,618             | 6,555          | 7,169                 | 72,909             | 79,776             | 72,909             |  |
| Switzerland             | 1,708          | 987            | 8,760              | 12,320             | 8,760              | 2,650          | 1,744                 | 15,339             | 24,229             | 15,339             |  |
| Hong Kong               | 351            | 266            | 6,896              | 4,727              | 6,896              | 576            | 473                   | 10,908             | 8,450              | 10,908             |  |
| Japan                   | 1,096          | 2,458          | 20,691             | 48,342             | 20,691             | 1,934          | 4,401                 | 31,573             | 86,593             | 31,573             |  |
| Other Countries         | 2,693          | 2,221          | 33,719             | 30,503             | 33,719             | 4,500          | 3,903                 | 52,856             | 49,208             | 52,856             |  |
| Subtotal:-----          | 19,059         | 21,683         | 194,399            | 249,728            | 194,399            | 38,757         | 43,503                | 368,160            | 485,833            | 368,160            |  |

U.S. Exports of Selected Horticultural Products

| Product and Country |                | Quantity       |                    |                    |                    |                | Values (1000 Dollars) |                    |                    |                    |  |
|---------------------|----------------|----------------|--------------------|--------------------|--------------------|----------------|-----------------------|--------------------|--------------------|--------------------|--|
| Country<br>Region   | Sep<br>FY 1997 | Sep<br>FY 1998 | Oct-Sep<br>FY 1997 | Oct-Sep<br>FY 1998 | Oct-Sep<br>FY 1997 | Sep<br>FY 1997 | Sep<br>FY 1998        | Oct-Sep<br>FY 1997 | Oct-Sep<br>FY 1998 | Oct-Sep<br>FY 1997 |  |
| Essential Oils      |                | MT             |                    |                    |                    |                |                       |                    |                    |                    |  |
| European Union      | 1,161          | 1,040          | 12,637             | 13,940             | 12,637             | 15,008         | 13,653                | 176,375            | 186,873            | 176,375            |  |
| Canada              | 490            | 567            | 7,521              | 6,770              | 7,521              | 6,971          | 8,158                 | 96,992             | 95,574             | 96,992             |  |
| Mexico              | 201            | 628            | 4,992              | 6,275              | 4,992              | 2,727          | 3,674                 | 37,476             | 41,857             | 37,476             |  |
| Hong Kong           | 90             | 95             | 2,167              | 2,474              | 2,167              | 1,375          | 1,815                 | 25,592             | 22,677             | 25,592             |  |
| Japan               | 328            | 219            | 4,253              | 3,587              | 4,253              | 12,551         | 2,686                 | 138,718            | 47,570             | 138,718            |  |
| Other Countries     | 1,105          | 1,139          | 14,696             | 12,891             | 14,696             | 11,686         | 13,577                | 144,235            | 138,452            | 144,235            |  |
| Subtotal:----       | 3,374          | 3,689          | 46,266             | 45,937             | 46,266             | 50,318         | 43,563                | 619,388            | 533,004            | 619,388            |  |
| Potato Chips        |                | MT             |                    |                    |                    |                |                       |                    |                    |                    |  |
| European Union      | 536            | 1,389          | 4,280              | 5,801              | 4,280              | 1,309          | 3,303                 | 15,850             | 13,831             | 15,850             |  |
| Canada              | 1,388          | 2,247          | 13,507             | 19,593             | 13,507             | 3,856          | 4,273                 | 35,399             | 41,804             | 35,399             |  |
| Mexico              | 772            | 3,069          | 7,926              | 18,271             | 7,926              | 1,340          | 4,296                 | 14,271             | 27,067             | 14,271             |  |
| Taiwan              | 239            | 405            | 2,230              | 4,181              | 2,230              | 540            | 847                   | 5,914              | 9,282              | 5,914              |  |
| Japan               | 921            | 1,772          | 10,367             | 13,209             | 10,367             | 2,703          | 5,148                 | 27,881             | 35,099             | 27,881             |  |
| Other Countries     | 910            | 2,324          | 15,289             | 41,537             | 15,289             | 2,920          | 5,466                 | 46,136             | 98,525             | 46,136             |  |
| Subtotal:----       | 4,766          | 11,206         | 53,599             | 102,592            | 53,599             | 12,669         | 23,332                | 145,451            | 225,607            | 145,451            |  |

U.S. Imports of Selected Horticultural Products

| Product and Country |    | Quantity       |                |                    |                    |                    | Values (1000 Dollars) |                |                    |                    |                    |
|---------------------|----|----------------|----------------|--------------------|--------------------|--------------------|-----------------------|----------------|--------------------|--------------------|--------------------|
|                     |    | Sep<br>FY 1997 | Sep<br>FY 1998 | Oct-Sep<br>FY 1997 | Oct-Sep<br>FY 1998 | Oct-Sep<br>FY 1997 | Sep<br>FY 1997        | Sep<br>FY 1998 | Oct-Sep<br>FY 1997 | Oct-Sep<br>FY 1998 | Oct-Sep<br>FY 1997 |
| Fresh Apples        | MT |                |                |                    |                    |                    |                       |                |                    |                    |                    |
| Canada              |    | 6,873          | 5,241          | 72,932             | 55,985             | 72,932             | 1,974                 | 2,908          | 27,000             | 21,658             | 27,000             |
| Chile               |    | 0              | 121            | 26,611             | 37,187             | 26,611             | 0                     | 39             | 14,386             | 16,998             | 14,386             |
| New Zealand         |    | 0              | 0              | 52,508             | 41,649             | 52,508             | 0                     | 0              | 33,322             | 27,133             | 33,322             |
| Other Countries     |    | 0              | 0              | 16,514             | 21,880             | 16,514             | 0                     | 0              | 8,028              | 11,860             | 8,028              |
| Subtotal:----       |    | 6,873          | 5,362          | 168,564            | 156,700            | 168,564            | 1,974                 | 2,947          | 82,736             | 77,650             | 82,736             |
| Fresh Pears         | MT |                |                |                    |                    |                    |                       |                |                    |                    |                    |
| Chile               |    | 0              | 0              | 37,216             | 23,091             | 37,216             | 0                     | 0              | 18,537             | 10,644             | 18,537             |
| Argentina           |    | 0              | 0              | 31,230             | 33,636             | 31,230             | 0                     | 0              | 21,123             | 23,187             | 21,123             |
| New Zealand         |    | 0              | 0              | 3,907              | 3,837              | 3,907              | 0                     | 0              | 3,315              | 4,145              | 3,315              |
| Other Countries     |    | 291            | 332            | 6,168              | 7,073              | 6,168              | 265                   | 726            | 7,330              | 8,542              | 7,330              |
| Subtotal:----       |    | 291            | 332            | 78,521             | 67,636             | 78,521             | 265                   | 726            | 50,306             | 46,518             | 50,306             |
| Fresh Apricots      | MT |                |                |                    |                    |                    |                       |                |                    |                    |                    |
| Chile               |    | 0              | 0              | 1,011              | 679                | 1,011              | 0                     | 0              | 1,146              | 1,005              | 1,146              |
| Turkey              |    | 18             | 0              | 18                 | 1                  | 18                 | 44                    | 0              | 44                 | 4                  | 44                 |
| New Zealand         |    | 0              | 0              | 245                | 170                | 245                | 0                     | 0              | 656                | 568                | 656                |
| Other Countries     |    | 0              | 0              | 39                 | 2                  | 39                 | 0                     | 0              | 118                | 9                  | 118                |
| Subtotal:----       |    | 18             | 0              | 1,313              | 852                | 1,313              | 44                    | 0              | 1,964              | 1,586              | 1,964              |
| Fresh Peach/Nect    | MT |                |                |                    |                    |                    |                       |                |                    |                    |                    |
| Canada              |    | 254            | 108            | 333                | 268                | 333                | 233                   | 119            | 316                | 283                | 316                |
| Mexico              |    | 0              | 0              | 62                 | 0                  | 62                 | 0                     | 0              | 60                 | 0                  | 60                 |
| Chile               |    | 0              | 0              | 41,216             | 6,756              | 41,216             | 0                     | 0              | 32,464             | 6,427              | 32,464             |
| Other Countries     |    | 0              | 0              | 60                 | 14                 | 60                 | 0                     | 0              | 61                 | 11                 | 61                 |
| Subtotal:----       |    | 254            | 108            | 41,672             | 7,039              | 41,672             | 233                   | 119            | 32,901             | 6,721              | 32,901             |
| Fr. Plums/Prunes    | MT |                |                |                    |                    |                    |                       |                |                    |                    |                    |
| Leeward-Windward    |    | 23             | 22             | 92                 | 122                | 92                 | 23                    | 23             | 98                 | 122                | 98                 |
| Chile               |    | 0              | 0              | 22,684             | 19,246             | 22,684             | 0                     | 0              | 20,724             | 17,512             | 20,724             |
| South Africa, Rep   |    | 0              | 0              | 53                 | 97                 | 53                 | 0                     | 0              | 55                 | 27                 | 55                 |
| Other Countries     |    | 3              | 0              | 94                 | 44                 | 94                 | 4                     | 0              | 145                | 77                 | 145                |
| Subtotal:----       |    | 26             | 22             | 22,923             | 19,509             | 22,923             | 27                    | 23             | 21,023             | 17,738             | 21,023             |
| Fresh Grapes        | MT |                |                |                    |                    |                    |                       |                |                    |                    |                    |
| Mexico              |    | 12             | 13             | 75,713             | 101,044            | 75,713             | 3                     | 5              | 95,442             | 144,265            | 95,442             |
| Chile               |    | 0              | 0              | 264,609            | 301,516            | 264,609            | 0                     | 0              | 280,190            | 279,145            | 280,190            |
| South Africa, Rep   |    | 0              | 0              | 7,437              | 10,135             | 7,437              | 0                     | 0              | 8,676              | 13,538             | 8,676              |
| Other Countries     |    | 956            | 3,064          | 3,808              | 7,261              | 3,808              | 358                   | 1,017          | 1,875              | 3,712              | 1,875              |
| Subtotal:----       |    | 968            | 3,077          | 351,567            | 419,956            | 351,567            | 361                   | 1,022          | 386,183            | 440,659            | 386,183            |
| Raspberries         | MT |                |                |                    |                    |                    |                       |                |                    |                    |                    |
| Canada              |    | 42             | 22             | 4,206              | 2,966              | 4,206              | 57                    | 25             | 5,860              | 3,294              | 5,860              |
| Mexico              |    | 0              | 0              | 266                | 471                | 266                | 0                     | 0              | 2,327              | 2,460              | 2,327              |
| Chile               |    | 0              | 22             | 1,387              | 981                | 1,387              | 0                     | 44             | 3,017              | 1,464              | 3,017              |
| Other Countries     |    | 0              | 1              | 199                | 61                 | 199                | 2                     | 2              | 451                | 223                | 451                |
| Subtotal:----       |    | 43             | 44             | 6,059              | 4,480              | 6,059              | 58                    | 71             | 11,655             | 7,440              | 11,655             |
| Fresh Strawberries  | MT |                |                |                    |                    |                    |                       |                |                    |                    |                    |
| Canada              |    | 7              | 2              | 88                 | 70                 | 88                 | 22                    | 4              | 186                | 146                | 186                |
| Mexico              |    | 0              | 5              | 14,459             | 25,133             | 14,459             | 0                     | 3              | 24,496             | 63,429             | 24,496             |
| New Zealand         |    | 0              | 0              | 544                | 573                | 544                | 0                     | 0              | 1,926              | 1,989              | 1,926              |
| Other Countries     |    | 0              | 0              | 111                | 81                 | 111                | 0                     | 0              | 237                | 241                | 237                |
| Subtotal:----       |    | 7              | 7              | 15,203             | 25,858             | 15,203             | 22                    | 7              | 26,844             | 65,805             | 26,844             |
| Fresh Avocados      | MT |                |                |                    |                    |                    |                       |                |                    |                    |                    |
| Mexico              |    | 164            | 103            | 1,841              | 7,777              | 1,841              | 148                   | 98             | 1,791              | 10,643             | 1,791              |
| Dominican Republi   |    | 285            | 410            | 7,405              | 5,917              | 7,405              | 196                   | 326            | 5,277              | 4,766              | 5,277              |
| Chile               |    | 4,324          | 10,663         | 17,748             | 25,510             | 17,748             | 4,484                 | 11,000         | 18,203             | 26,309             | 18,203             |
| Other Countries     |    | 159            | 51             | 674                | 644                | 674                | 104                   | 61             | 721                | 1,179              | 721                |
| Subtotal:----       |    | 4,931          | 11,227         | 27,667             | 39,847             | 27,667             | 4,932                 | 11,484         | 25,993             | 42,897             | 25,993             |
| Bananas             | MT |                |                |                    |                    |                    |                       |                |                    |                    |                    |
| Honduras            |    | 52,019         | 22,305         | 547,556            | 498,311            | 547,556            | 12,144                | 5,952          | 143,174            | 131,780            | 143,174            |
| Costa Rica          |    | 89,792         | 86,014         | 983,120            | 997,685            | 983,120            | 25,070                | 26,646         | 312,764            | 285,038            | 312,764            |
| Ecuador             |    | 60,770         | 84,699         | 863,439            | 1,038,132          | 863,439            | 18,370                | 24,903         | 265,046            | 305,934            | 265,046            |
| Other Countries     |    | 119,714        | 117,786        | 1,333,792          | 1,412,030          | 1,333,792          | 33,389                | 35,847         | 401,763            | 387,424            | 401,763            |
| Subtotal:----       |    | 322,295        | 310,804        | 3,727,906          | 3,946,158          | 3,727,906          | 88,974                | 93,348         | 1,122,747          | 1,110,175          | 1,122,747          |
| Mangoes             | MT |                |                |                    |                    |                    |                       |                |                    |                    |                    |
| Mexico              |    | 2,732          | 1,856          | 157,870            | 161,588            | 157,870            | 1,207                 | 1,268          | 97,063             | 103,236            | 97,063             |
| Guatemala           |    | 0              | 0              | 6,766              | 10,233             | 6,766              | 0                     | 0              | 2,851              | 4,489              | 2,851              |
| Haiti               |    | 259            | 5              | 10,607             | 7,189              | 10,607             | 159                   | 6              | 7,186              | 5,458              | 7,186              |
| Other Countries     |    | 422            | 758            | 15,872             | 9,758              | 15,872             | 481                   | 743            | 15,909             | 11,864             | 15,909             |
| Subtotal:----       |    | 3,413          | 2,620          | 191,115            | 188,767            | 191,115            | 1,846                 | 2,017          | 123,009            | 125,047            | 123,009            |
| Pineapple           | MT |                |                |                    |                    |                    |                       |                |                    |                    |                    |
| Mexico              |    | 768            | 346            | 13,055             | 19,566             | 13,055             | 238                   | 123            | 3,721              | 5,582              | 3,721              |
| Honduras            |    | 1,648          | 2,297          | 22,504             | 27,979             | 22,504             | 484                   | 677            | 6,459              | 8,023              | 6,459              |
| Costa Rica          |    | 17,820         | 19,595         | 124,262            | 200,308            | 124,262            | 6,997                 | 7,127          | 56,057             | 63,604             | 56,057             |
| Other Countries     |    | 693            | 404            | 11,433             | 7,679              | 11,433             | 563                   | 379            | 8,204              | 6,467              | 8,204              |
| Subtotal:----       |    | 20,928         | 22,642         | 171,253            | 255,533            | 171,253            | 8,283                 | 8,306          | 74,441             | 83,676             | 74,441             |

U.S. Imports of Selected Horticultural Products

| Product and Country      |                | Quantity       |                    |                    |                    |  | Values (1000 Dollars) |                |                    |                    |                    |
|--------------------------|----------------|----------------|--------------------|--------------------|--------------------|--|-----------------------|----------------|--------------------|--------------------|--------------------|
| Country<br>Region        | Sep<br>FY 1997 | Sep<br>FY 1998 | Oct-Sep<br>FY 1997 | Oct-Sep<br>FY 1998 | Oct-Sep<br>FY 1997 |  | Sep<br>FY 1997        | Sep<br>FY 1998 | Oct-Sep<br>FY 1997 | Oct-Sep<br>FY 1998 | Oct-Sep<br>FY 1997 |
| Cantaloupe MT            |                |                |                    |                    |                    |  |                       |                |                    |                    |                    |
| Mexico                   | 1,053          | 0              | 146,007            | 155,753            | 146,007            |  | 264                   | 0              | 57,502             | 56,978             | 57,502             |
| Guatemala                | 0              | 0              | 66,739             | 78,855             | 66,739             |  | 0                     | 0              | 21,621             | 22,883             | 21,621             |
| Honduras                 | 0              | 0              | 92,458             | 100,019            | 92,458             |  | 0                     | 0              | 16,626             | 22,576             | 16,626             |
| Other Countries          | 7              | 13             | 90,899             | 108,790            | 90,899             |  | 7                     | 6              | 34,627             | 26,383             | 34,627             |
| Subtotal:----            | 1,060          | 13             | 396,103            | 443,417            | 396,103            |  | 271                   | 6              | 130,376            | 128,820            | 130,376            |
| Other Melons MT          |                |                |                    |                    |                    |  |                       |                |                    |                    |                    |
| Mexico                   | 477            | 0              | 275,579            | 292,677            | 275,579            |  | 49                    | 0              | 62,073             | 82,686             | 62,073             |
| Honduras                 | 0              | 0              | 32,643             | 29,468             | 32,643             |  | 0                     | 0              | 5,829              | 7,748              | 5,829              |
| Costa Rica               | 0              | 0              | 27,345             | 39,963             | 27,345             |  | 0                     | 0              | 10,627             | 12,099             | 10,627             |
| Other Countries          | 53             | 38             | 47,336             | 54,913             | 47,336             |  | 29                    | 32             | 17,597             | 19,568             | 17,597             |
| Subtotal:----            | 530            | 38             | 382,903            | 417,020            | 382,903            |  | 79                    | 32             | 96,126             | 122,101            | 96,126             |
| Fr. Orng Inc Tmp1 MT     |                |                |                    |                    |                    |  |                       |                |                    |                    |                    |
| Mexico                   | 0              | 0              | 10,288             | 8,030              | 10,288             |  | 0                     | 0              | 4,415              | 2,936              | 4,415              |
| Dominican Republi        | 405            | 325            | 3,155              | 1,991              | 3,155              |  | 217                   | 152            | 1,249              | 728                | 1,249              |
| Australia                | 11             | 456            | 15,127             | 25,940             | 15,127             |  | 11                    | 585            | 20,583             | 30,658             | 20,583             |
| Other Countries          | 0              | 135            | 1,083              | 3,999              | 1,083              |  | 4                     | 215            | 510                | 2,648              | 510                |
| Subtotal:----            | 416            | 916            | 29,653             | 39,961             | 29,653             |  | 233                   | 952            | 26,756             | 36,970             | 26,756             |
| Canned Mandarins MT      |                |                |                    |                    |                    |  |                       |                |                    |                    |                    |
| European Union           | 1,361          | 2,794          | 23,398             | 29,332             | 23,398             |  | 1,310                 | 2,160          | 23,464             | 22,143             | 23,464             |
| Mexico                   | 239            | 69             | 1,686              | 1,509              | 1,686              |  | 274                   | 75             | 1,789              | 1,636              | 1,789              |
| China, Peoples Re        | 2,176          | 4,073          | 30,572             | 37,039             | 30,572             |  | 1,928                 | 2,872          | 28,581             | 29,454             | 28,581             |
| Other Countries          | 39             | 157            | 634                | 861                | 634                |  | 61                    | 200            | 949                | 1,267              | 949                |
| Subtotal:----            | 3,815          | 7,094          | 56,289             | 68,741             | 56,289             |  | 3,572                 | 5,308          | 54,784             | 54,500             | 54,784             |
| Canned Black Olive MIXED |                |                |                    |                    |                    |  |                       |                |                    |                    |                    |
| Mexico                   | 2,309,150      | 3,928,150      | 6,112,150          | 9,424,271          | 6,112,150          |  | 1,335                 | 1,903          | 3,156              | 4,683              | 3,156              |
| Israel                   | 0              | 0              | 193,880            | 162,263            | 193,880            |  | 0                     | 0              | 367                | 329                | 367                |
| Morocco                  | 0              | 17,010         | 211,232            | 332,113            | 211,232            |  | 0                     | 23             | 279                | 404                | 279                |
| Other Countries          | 0              | 27,517         | 235,227            | 525,573            | 235,227            |  | 0                     | 77             | 588                | 1,096              | 588                |
| Subtotal:----            | 2,309,150      | 3,972,677      | 6,752,489          | 10,444,220         | 6,752,489          |  | 1,335                 | 2,003          | 4,390              | 6,513              | 4,390              |
| Canned Green Olive MIXED |                |                |                    |                    |                    |  |                       |                |                    |                    |                    |
| European Union           | 3,985,237      | 5,035,978      | 60,353,438         | 70,521,775         | 60,353,438         |  | 9,893                 | 10,928         | 153,846            | 154,904            | 153,846            |
| Turkey                   | 125,844        | 98,360         | 1,937,911          | 1,297,908          | 1,937,911          |  | 175                   | 127            | 2,810              | 1,824              | 2,810              |
| Morocco                  | 406,547        | 287,132        | 11,438,714         | 9,533,880          | 11,438,714         |  | 721                   | 434            | 21,052             | 16,375             | 21,052             |
| Other Countries          | 96,205         | 101,311        | 1,033,607          | 1,159,748          | 1,033,607          |  | 194                   | 155            | 2,153              | 2,114              | 2,153              |
| Subtotal:----            | 4,613,833      | 5,522,781      | 74,763,670         | 82,513,311         | 74,763,670         |  | 10,983                | 11,644         | 179,860            | 175,218            | 179,860            |
| Canned Peaches MT        |                |                |                    |                    |                    |  |                       |                |                    |                    |                    |
| European Union           | 1,752          | 471            | 24,296             | 12,386             | 24,296             |  | 1,111                 | 340            | 16,031             | 8,325              | 16,031             |
| Chile                    | 0              | 8              | 1,254              | 16                 | 1,254              |  | 0                     | 7              | 895                | 16                 | 895                |
| South Africa, Rep        | 135            | 174            | 3,457              | 2,726              | 3,457              |  | 96                    | 96             | 2,413              | 1,877              | 2,413              |
| Other Countries          | 0              | 230            | 476                | 2,361              | 476                |  | 0                     | 238            | 370                | 2,138              | 370                |
| Subtotal:----            | 1,887          | 883            | 29,483             | 17,490             | 29,483             |  | 1,207                 | 680            | 19,709             | 12,356             | 19,709             |
| Canned Pineapple MT      |                |                |                    |                    |                    |  |                       |                |                    |                    |                    |
| Thailand                 | 6,925          | 831            | 76,059             | 49,443             | 76,059             |  | 4,721                 | 700            | 51,135             | 34,684             | 51,135             |
| Indonesia                | 6,782          | 2,480          | 63,076             | 52,245             | 63,076             |  | 5,389                 | 1,925          | 49,351             | 40,185             | 49,351             |
| Philippines              | 13,019         | 8,337          | 124,332            | 116,504            | 124,332            |  | 8,857                 | 5,847          | 82,478             | 83,686             | 82,478             |
| Other Countries          | 3,281          | 3,037          | 30,946             | 33,673             | 30,946             |  | 2,460                 | 2,225          | 23,654             | 24,584             | 23,654             |
| Subtotal:----            | 30,006         | 14,684         | 294,413            | 251,865            | 294,413            |  | 21,427                | 10,697         | 206,618            | 183,139            | 206,618            |
| Dried Apricots MT        |                |                |                    |                    |                    |  |                       |                |                    |                    |                    |
| Turkey                   | 1,405          | 2,114          | 10,599             | 13,146             | 10,599             |  | 3,602                 | 4,684          | 29,450             | 33,410             | 29,450             |
| China, Peoples Re        | 1              | 0              | 293                | 109                | 293                |  | 3                     | 0              | 605                | 259                | 605                |
| Australia                | 3              | 16             | 137                | 118                | 137                |  | 19                    | 42             | 516                | 428                | 516                |
| Other Countries          | 0              | 20             | 209                | 154                | 209                |  | 2                     | 36             | 487                | 483                | 487                |
| Subtotal:----            | 1,409          | 2,151          | 11,237             | 13,527             | 11,237             |  | 3,625                 | 4,762          | 31,058             | 34,579             | 31,058             |
| Dates MT                 |                |                |                    |                    |                    |  |                       |                |                    |                    |                    |
| Mexico                   | 63             | 37             | 148                | 128                | 148                |  | 105                   | 25             | 231                | 162                | 231                |
| Pakistan                 | 0              | 18             | 1,937              | 2,489              | 1,937              |  | 0                     | 18             | 1,778              | 2,358              | 1,778              |
| China, Peoples Re        | 11             | 20             | 341                | 355                | 341                |  | 19                    | 38             | 620                | 607                | 620                |
| Other Countries          | 10             | 0              | 162                | 235                | 162                |  | 27                    | 0              | 479                | 551                | 479                |
| Subtotal:----            | 84             | 76             | 2,587              | 3,207              | 2,587              |  | 152                   | 80             | 3,107              | 3,679              | 3,107              |
| Dried Figs MT            |                |                |                    |                    |                    |  |                       |                |                    |                    |                    |
| European Union           | 39             | 61             | 924                | 610                | 924                |  | 110                   | 162            | 2,151              | 1,533              | 2,151              |
| Mexico                   | 73             | 87             | 395                | 258                | 395                |  | 169                   | 119            | 959                | 401                | 959                |
| Turkey                   | 0              | 0              | 381                | 405                | 381                |  | 0                     | 0              | 872                | 862                | 872                |
| Other Countries          | 1              | 0              | 36                 | 19                 | 36                 |  | 2                     | 0              | 77                 | 55                 | 77                 |
| Subtotal:----            | 113            | 148            | 1,736              | 1,292              | 1,736              |  | 281                   | 281            | 4,059              | 2,851              | 4,059              |
| Dried Raisins MT         |                |                |                    |                    |                    |  |                       |                |                    |                    |                    |
| Mexico                   | 790            | 1,351          | 5,045              | 6,652              | 5,045              |  | 752                   | 1,456          | 4,860              | 6,857              | 4,860              |
| Chile                    | 151            | 58             | 3,482              | 1,883              | 3,482              |  | 227                   | 81             | 4,824              | 2,613              | 4,824              |
| South Africa, Rep        | 33             | 0              | 1,165              | 935                | 1,165              |  | 56                    | 0              | 1,505              | 1,327              | 1,505              |
| Other Countries          | 20             | 115            | 1,715              | 1,449              | 1,715              |  | 31                    | 163            | 2,002              | 1,649              | 2,002              |
| Subtotal:----            | 994            | 1,524          | 11,407             | 10,919             | 11,407             |  | 1,065                 | 1,700          | 13,190             | 12,446             | 13,190             |



U.S. Imports of Selected Horticultural Products

| Product and Country  |                | Quantity       |                    |                    |                    |                | Values (1000 Dollars) |                    |                    |                    |  |
|----------------------|----------------|----------------|--------------------|--------------------|--------------------|----------------|-----------------------|--------------------|--------------------|--------------------|--|
| Country<br>Region    | Sep<br>FY 1997 | Sep<br>FY 1998 | Oct-Sep<br>FY 1997 | Oct-Sep<br>FY 1998 | Oct-Sep<br>FY 1997 | Sep<br>FY 1997 | Sep<br>FY 1998        | Oct-Sep<br>FY 1997 | Oct-Sep<br>FY 1998 | Oct-Sep<br>FY 1997 |  |
| Apple Juice          | KL             |                |                    |                    |                    |                |                       |                    |                    |                    |  |
| European Union       | 4,371          | 14,227         | 327,597            | 199,343            | 327,597            | 1,638          | 2,886                 | 120,190            | 56,877             | 120,190            |  |
| Argentina            | 4,964          | 37,679         | 259,968            | 344,805            | 259,968            | 1,386          | 6,418                 | 65,864             | 68,226             | 65,864             |  |
| Hungary              | 15             | 5              | 140,388            | 99,047             | 140,388            | 31             | 3                     | 44,610             | 19,496             | 44,610             |  |
| Other Countries      | 27,727         | 29,690         | 357,033            | 373,628            | 357,033            | 8,464          | 5,353                 | 123,967            | 84,137             | 123,967            |  |
| Subtotal:----        | 37,078         | 81,602         | 1,084,986          | 1,016,823          | 1,084,986          | 11,520         | 14,659                | 354,632            | 228,735            | 354,632            |  |
| Fcoj                 | KL             |                |                    |                    |                    |                |                       |                    |                    |                    |  |
| Mexico               | 20,413         | 21,224         | 188,382            | 252,299            | 188,382            | 4,277          | 5,577                 | 43,267             | 60,541             | 43,267             |  |
| Costa Rica           | 7,252          | 13,955         | 72,772             | 84,971             | 72,772             | 1,577          | 3,889                 | 16,720             | 20,743             | 16,720             |  |
| Brazil               | 42,658         | 27,018         | 731,512            | 661,805            | 731,512            | 7,090          | 5,440                 | 148,961            | 110,947            | 148,961            |  |
| Other Countries      | 2,780          | 743            | 107,210            | 51,672             | 107,210            | 593            | 254                   | 24,130             | 12,911             | 24,130             |  |
| Subtotal:----        | 73,103         | 62,940         | 1,099,876          | 1,050,746          | 1,099,876          | 13,536         | 15,160                | 233,077            | 205,142            | 233,077            |  |
| Grape Juice          | KL             |                |                    |                    |                    |                |                       |                    |                    |                    |  |
| Mexico               | 1,666          | 1,033          | 21,889             | 11,502             | 21,889             | 696            | 966                   | 9,889              | 6,392              | 9,889              |  |
| Brazil               | 2,129          | 598            | 21,816             | 11,610             | 21,816             | 928            | 267                   | 9,341              | 5,573              | 9,341              |  |
| Argentina            | 17,495         | 3,113          | 163,836            | 78,810             | 163,836            | 6,074          | 1,139                 | 54,839             | 27,733             | 54,839             |  |
| Other Countries      | 1,519          | 787            | 35,748             | 26,064             | 35,748             | 826            | 567                   | 20,982             | 17,864             | 20,982             |  |
| Subtotal:----        | 22,810         | 5,530          | 243,290            | 127,985            | 243,290            | 8,524          | 2,938                 | 95,051             | 57,562             | 95,051             |  |
| Pineapple Juice, Con | KL             |                |                    |                    |                    |                |                       |                    |                    |                    |  |
| Thailand             | 4,537          | 947            | 84,785             | 55,652             | 84,785             | 1,579          | 317                   | 27,316             | 17,137             | 27,316             |  |
| Indonesia            | 4,816          | 2,323          | 31,965             | 23,685             | 31,965             | 1,457          | 642                   | 9,782              | 6,956              | 9,782              |  |
| Philippines          | 11,616         | 8,466          | 104,714            | 88,896             | 104,714            | 2,499          | 1,878                 | 21,680             | 20,749             | 21,680             |  |
| Other Countries      | 1,428          | 1,051          | 25,565             | 19,459             | 25,565             | 432            | 406                   | 8,994              | 6,196              | 8,994              |  |
| Subtotal:----        | 22,397         | 12,787         | 247,028            | 187,691            | 247,028            | 5,967          | 3,243                 | 67,773             | 51,038             | 67,773             |  |
| Frozen Strawberries  | MT             |                |                    |                    |                    |                |                       |                    |                    |                    |  |
| Canada               | 35             | 20             | 184                | 339                | 184                | 88             | 62                    | 372                | 806                | 372                |  |
| Mexico               | 334            | 160            | 22,049             | 18,002             | 22,049             | 514            | 149                   | 19,156             | 19,134             | 19,156             |  |
| China, Peoples Re    | 0              | 0              | 22                 | 240                | 22                 | 0              | 0                     | 45                 | 427                | 45                 |  |
| Other Countries      | 0              | 0              | 24                 | 56                 | 24                 | 2              | 63                    | 634                | 1,110              | 634                |  |
| Subtotal:----        | 369            | 180            | 22,279             | 18,637             | 22,279             | 604            | 274                   | 20,207             | 21,477             | 20,207             |  |
| Fresh Beans          | MT             |                |                    |                    |                    |                |                       |                    |                    |                    |  |
| Canada               | 132            | 285            | 1,631              | 1,188              | 1,631              | 49             | 242                   | 950                | 936                | 950                |  |
| Mexico               | 11             | 124            | 18,182             | 16,784             | 18,182             | 4              | 135                   | 22,316             | 18,957             | 22,316             |  |
| Guatemala            | 0              | 11             | 140                | 236                | 140                | 0              | 10                    | 120                | 204                | 120                |  |
| Other Countries      | 56             | 1              | 198                | 195                | 198                | 60             | 4                     | 263                | 261                | 263                |  |
| Subtotal:----        | 198            | 421            | 20,150             | 18,402             | 20,150             | 112            | 391                   | 23,648             | 20,357             | 23,648             |  |
| Fresh Carrots        | MT             |                |                    |                    |                    |                |                       |                    |                    |                    |  |
| Canada               | 8,865          | 7,206          | 63,557             | 71,495             | 63,557             | 2,075          | 1,767                 | 16,112             | 19,095             | 16,112             |  |
| Mexico               | 892            | 606            | 35,613             | 22,104             | 35,613             | 170            | 96                    | 6,073              | 4,512              | 6,073              |  |
| Israel               | 0              | 0              | 96                 | 0                  | 96                 | 0              | 0                     | 73                 | 0                  | 73                 |  |
| Other Countries      | 0              | 0              | 204                | 178                | 204                | 0              | 0                     | 95                 | 128                | 95                 |  |
| Subtotal:----        | 9,756          | 7,812          | 99,470             | 93,777             | 99,470             | 2,245          | 1,864                 | 22,353             | 23,735             | 22,353             |  |
| Fresh Cabbage        | MT             |                |                    |                    |                    |                |                       |                    |                    |                    |  |
| Canada               | 2,371          | 3,178          | 21,419             | 34,465             | 21,419             | 510            | 990                   | 4,514              | 10,331             | 4,514              |  |
| Mexico               | 722            | 824            | 7,855              | 15,019             | 7,855              | 92             | 222                   | 1,372              | 3,485              | 1,372              |  |
| Costa Rica           | 0              | 0              | 23                 | 0                  | 23                 | 0              | 0                     | 13                 | 0                  | 13                 |  |
| Other Countries      | 0              | 0              | 26                 | 951                | 26                 | 0              | 0                     | 34                 | 355                | 34                 |  |
| Subtotal:----        | 3,092          | 4,002          | 29,323             | 50,435             | 29,323             | 602            | 1,212                 | 5,932              | 14,171             | 5,932              |  |
| Fresh Celery         | MT             |                |                    |                    |                    |                |                       |                    |                    |                    |  |
| Canada               | 1,958          | 1,346          | 4,300              | 3,214              | 4,300              | 641            | 341                   | 1,508              | 940                | 1,508              |  |
| Mexico               | 0              | 150            | 23,321             | 41,173             | 23,321             | 0              | 44                    | 6,047              | 10,105             | 6,047              |  |
| Dominican Republi    | 4              | 0              | 121                | 142                | 121                | 4              | 0                     | 77                 | 130                | 77                 |  |
| Other Countries      | 6              | 5              | 78                 | 74                 | 78                 | 11             | 15                    | 163                | 158                | 163                |  |
| Subtotal:----        | 1,968          | 1,501          | 27,820             | 44,602             | 27,820             | 656            | 400                   | 7,796              | 11,333             | 7,796              |  |
| Fresh Cucumbers      | MT             |                |                    |                    |                    |                |                       |                    |                    |                    |  |
| Canada               | 1,382          | 1,722          | 9,960              | 13,154             | 9,960              | 1,131          | 1,495                 | 9,533              | 12,086             | 9,533              |  |
| Mexico               | 3,391          | 3,800          | 285,254            | 307,083            | 285,254            | 1,839          | 1,823                 | 88,569             | 139,788            | 88,569             |  |
| Honduras             | 0              | 0              | 4,805              | 4,857              | 4,805              | 0              | 0                     | 916                | 1,114              | 916                |  |
| Other Countries      | 37             | 28             | 2,286              | 2,650              | 2,286              | 52             | 61                    | 1,805              | 1,646              | 1,805              |  |
| Subtotal:----        | 4,810          | 5,550          | 302,306            | 327,745            | 302,306            | 3,023          | 3,379                 | 100,823            | 154,634            | 100,823            |  |
| Fresh Cauliflower    | MT             |                |                    |                    |                    |                |                       |                    |                    |                    |  |
| Canada               | 4,731          | 3,838          | 9,222              | 11,228             | 9,222              | 2,146          | 1,857                 | 4,144              | 5,249              | 4,144              |  |
| Mexico               | 686            | 100            | 1,559              | 6,895              | 1,559              | 217            | 39                    | 503                | 2,490              | 503                |  |
| Guatemala            | 15             | 0              | 28                 | 0                  | 28                 | 15             | 0                     | 30                 | 0                  | 30                 |  |
| Other Countries      | 39             | 0              | 40                 | 67                 | 40                 | 26             | 0                     | 29                 | 65                 | 29                 |  |
| Subtotal:----        | 5,470          | 3,938          | 10,849             | 18,190             | 10,849             | 2,405          | 1,895                 | 4,707              | 7,804              | 4,707              |  |
| Fresh Garlic         | MT             |                |                    |                    |                    |                |                       |                    |                    |                    |  |
| European Union       | 146            | 202            | 1,080              | 1,085              | 1,080              | 254            | 414                   | 1,896              | 2,028              | 1,896              |  |
| Mexico               | 190            | 628            | 12,537             | 20,378             | 12,537             | 251            | 653                   | 13,057             | 22,732             | 13,057             |  |
| Argentina            | 0              | 0              | 2,115              | 6,169              | 2,115              | 0              | 0                     | 3,177              | 8,022              | 3,177              |  |
| Other Countries      | 56             | 198            | 1,838              | 2,497              | 1,838              | 43             | 368                   | 2,531              | 3,239              | 2,531              |  |
| Subtotal:----        | 392            | 1,028          | 17,570             | 30,129             | 17,570             | 548            | 1,435                 | 20,661             | 36,021             | 20,661             |  |

U.S. Imports of Selected Horticultural Products

| Product and Country    |                | Quantity       |                    |                    |                    |                | Values (1000 Dollars) |                    |                    |                    |  |
|------------------------|----------------|----------------|--------------------|--------------------|--------------------|----------------|-----------------------|--------------------|--------------------|--------------------|--|
| Country<br>Region      | Sep<br>FY 1997 | Sep<br>FY 1998 | Oct-Sep<br>FY 1997 | Oct-Sep<br>FY 1998 | Oct-Sep<br>FY 1997 | Sep<br>FY 1997 | Sep<br>FY 1998        | Oct-Sep<br>FY 1997 | Oct-Sep<br>FY 1998 | Oct-Sep<br>FY 1997 |  |
| <hr/>                  |                |                |                    |                    |                    |                |                       |                    |                    |                    |  |
| Onions, Exc Seed MT    |                |                |                    |                    |                    |                |                       |                    |                    |                    |  |
| Canada                 | 2,326          | 4,869          | 22,717             | 33,490             | 22,717             | 816            | 1,604                 | 6,644              | 10,549             | 6,644              |  |
| Mexico                 | 3,822          | 3,835          | 213,277            | 207,141            | 213,277            | 3,785          | 2,376                 | 108,813            | 127,766            | 108,813            |  |
| Peru                   | 0              | 0              | 10,553             | 3,765              | 10,553             | 0              | 0                     | 3,582              | 2,309              | 3,582              |  |
| Other Countries        | 741            | 803            | 13,438             | 11,771             | 13,438             | 475            | 584                   | 7,484              | 9,957              | 7,484              |  |
| Subtotal:----          | 6,888          | 9,508          | 259,984            | 256,168            | 259,984            | 5,076          | 4,563                 | 126,523            | 150,581            | 126,523            |  |
| Fresh Peppers MT       |                |                |                    |                    |                    |                |                       |                    |                    |                    |  |
| European Union         | 1,828          | 1,805          | 18,787             | 22,380             | 18,787             | 3,234          | 3,808                 | 42,222             | 55,014             | 42,222             |  |
| Canada                 | 3,681          | 4,928          | 10,131             | 14,245             | 10,131             | 2,880          | 5,431                 | 16,762             | 29,745             | 16,762             |  |
| Mexico                 | 16,930         | 20,725         | 251,474            | 276,054            | 251,474            | 6,010          | 11,530                | 186,686            | 249,466            | 186,686            |  |
| Other Countries        | 35             | 86             | 3,829              | 6,992              | 3,829              | 70             | 54                    | 6,238              | 9,382              | 6,238              |  |
| Subtotal:----          | 22,473         | 27,544         | 284,221            | 319,671            | 284,221            | 12,195         | 20,823                | 251,908            | 343,606            | 251,908            |  |
| Seed Potatoes MT       |                |                |                    |                    |                    |                |                       |                    |                    |                    |  |
| Canada                 | 249            | 87             | 114,218            | 144,083            | 114,218            | 43             | 19                    | 20,189             | 28,488             | 20,189             |  |
| Brazil                 | 0              | 0              | 3                  | 44                 | 3                  | 0              | 0                     | 3                  | 43                 | 3                  |  |
| China, Peoples Re      | 0              | 0              | 11                 | 0                  | 11                 | 0              | 0                     | 8                  | 0                  | 8                  |  |
| Other Countries        | 0              | 0              | 0                  | 24                 | 0                  | 5              | 0                     | 5                  | 14                 | 5                  |  |
| Subtotal:----          | 249            | 87             | 114,233            | 144,151            | 114,233            | 48             | 19                    | 20,204             | 28,545             | 20,204             |  |
| Table Potatoes MT      |                |                |                    |                    |                    |                |                       |                    |                    |                    |  |
| European Union         | 18             | 0              | 62                 | 36                 | 62                 | 13             | 0                     | 56                 | 25                 | 56                 |  |
| Canada                 | 22,377         | 19,312         | 210,604            | 329,775            | 210,604            | 4,551          | 4,166                 | 38,993             | 66,630             | 38,993             |  |
| Japan                  | 0              | 3              | 13                 | 59                 | 13                 | 0              | 10                    | 38                 | 78                 | 38                 |  |
| Other Countries        | 0              | 2              | 12                 | 160                | 12                 | 0              | 3                     | 9                  | 225                | 9                  |  |
| Subtotal:----          | 22,395         | 19,318         | 210,692            | 330,030            | 210,692            | 4,564          | 4,179                 | 39,097             | 66,958             | 39,097             |  |
| Fresh Tomatoes MT      |                |                |                    |                    |                    |                |                       |                    |                    |                    |  |
| European Union         | 2,559          | 3,363          | 38,267             | 44,670             | 38,267             | 3,697          | 5,209                 | 61,384             | 73,739             | 61,384             |  |
| Canada                 | 3,938          | 5,583          | 34,920             | 56,692             | 34,920             | 5,029          | 7,931                 | 55,045             | 89,556             | 55,045             |  |
| Mexico                 | 21,335         | 25,446         | 666,748            | 750,762            | 666,748            | 12,865         | 17,561                | 488,503            | 563,569            | 488,503            |  |
| Other Countries        | 0              | 0              | 3,270              | 4,728              | 3,270              | 0              | 0                     | 6,681              | 8,316              | 6,681              |  |
| Subtotal:----          | 27,832         | 34,393         | 743,205            | 856,852            | 743,205            | 21,591         | 30,701                | 611,612            | 735,180            | 611,612            |  |
| Fresh Asparagus MT     |                |                |                    |                    |                    |                |                       |                    |                    |                    |  |
| Mexico                 | 525            | 1,356          | 20,970             | 28,796             | 20,970             | 768            | 1,920                 | 37,985             | 56,514             | 37,985             |  |
| Peru                   | 2,437          | 2,011          | 12,002             | 11,633             | 12,002             | 4,540          | 3,680                 | 20,530             | 20,913             | 20,530             |  |
| Chile                  | 313            | 125            | 2,581              | 2,630              | 2,581              | 325            | 119                   | 2,305              | 2,540              | 2,305              |  |
| Other Countries        | 105            | 183            | 3,193              | 3,643              | 3,193              | 193            | 485                   | 5,769              | 7,364              | 5,769              |  |
| Subtotal:----          | 3,380          | 3,676          | 38,745             | 46,702             | 38,745             | 5,826          | 6,205                 | 66,588             | 87,332             | 66,588             |  |
| Canned Tomato Paste MT |                |                |                    |                    |                    |                |                       |                    |                    |                    |  |
| Mexico                 | 0              | 0              | 7,350              | 8,350              | 7,350              | 0              | 0                     | 5,290              | 4,556              | 5,290              |  |
| Peru                   | 0              | 0              | 654                | 0                  | 654                | 0              | 0                     | 543                | 0                  | 543                |  |
| Israel                 | 55             | 0              | 3,524              | 636                | 3,524              | 38             | 0                     | 3,065              | 528                | 3,065              |  |
| Other Countries        | 41             | 0              | 2,167              | 979                | 2,167              | 40             | 0                     | 2,095              | 1,047              | 2,095              |  |
| Subtotal:----          | 96             | 0              | 13,694             | 9,965              | 13,694             | 77             | 0                     | 10,993             | 6,131              | 10,993             |  |
| Canned Tomato Sauce MT |                |                |                    |                    |                    |                |                       |                    |                    |                    |  |
| European Union         | 1,539          | 444            | 9,222              | 5,452              | 9,222              | 962            | 627                   | 15,934             | 10,895             | 15,934             |  |
| Canada                 | 357            | 632            | 5,655              | 5,937              | 5,655              | 452            | 441                   | 5,352              | 4,697              | 5,352              |  |
| Dominican Republi      | 203            | 59             | 1,986              | 1,138              | 1,986              | 134            | 45                    | 1,465              | 833                | 1,465              |  |
| Other Countries        | 154            | 38             | 3,102              | 2,338              | 3,102              | 393            | 82                    | 7,613              | 5,274              | 7,613              |  |
| Subtotal:----          | 2,253          | 1,174          | 19,965             | 14,865             | 19,965             | 1,940          | 1,194                 | 30,364             | 21,699             | 30,364             |  |
| Canned Tomatoes MT     |                |                |                    |                    |                    |                |                       |                    |                    |                    |  |
| European Union         | 4,032          | 2,601          | 48,631             | 51,967             | 48,631             | 1,586          | 1,154                 | 19,156             | 24,759             | 19,156             |  |
| Canada                 | 435            | 527            | 7,096              | 6,321              | 7,096              | 220            | 282                   | 3,450              | 3,291              | 3,450              |  |
| Israel                 | 1,248          | 2,154          | 6,418              | 10,484             | 6,418              | 716            | 1,547                 | 3,653              | 6,955              | 3,653              |  |
| Other Countries        | 195            | 344            | 3,444              | 2,927              | 3,444              | 94             | 231                   | 1,720              | 1,688              | 1,720              |  |
| Subtotal:----          | 5,909          | 5,625          | 65,589             | 71,699             | 65,589             | 2,615          | 3,214                 | 27,979             | 36,693             | 27,979             |  |
| Canned Mushrooms MT    |                |                |                    |                    |                    |                |                       |                    |                    |                    |  |
| India                  | 264            | 522            | 3,571              | 5,455              | 3,571              | 506            | 890                   | 6,467              | 9,370              | 6,467              |  |
| Indonesia              | 1,314          | 1,186          | 16,192             | 13,824             | 16,192             | 2,746          | 2,290                 | 34,027             | 26,255             | 34,027             |  |
| China, Peoples Re      | 2,159          | 38             | 34,448             | 28,640             | 34,448             | 3,136          | 109                   | 50,298             | 38,934             | 50,298             |  |
| Other Countries        | 785            | 1,529          | 13,047             | 14,452             | 13,047             | 1,980          | 3,325                 | 27,532             | 31,145             | 27,532             |  |
| Subtotal:----          | 4,523          | 3,275          | 67,258             | 62,371             | 67,258             | 8,368          | 6,613                 | 118,324            | 105,703            | 118,324            |  |
| Frozen Broccoli MT     |                |                |                    |                    |                    |                |                       |                    |                    |                    |  |
| Canada                 | 13             | 82             | 172                | 406                | 172                | 8              | 95                    | 157                | 439                | 157                |  |
| Mexico                 | 12,330         | 7,700          | 148,645            | 129,172            | 148,645            | 7,705          | 5,159                 | 91,092             | 83,313             | 91,092             |  |
| Guatemala              | 2,935          | 4,294          | 20,617             | 24,334             | 20,617             | 2,135          | 3,360                 | 14,806             | 17,920             | 14,806             |  |
| Other Countries        | 0              | 0              | 24                 | 49                 | 24                 | 0              | 0                     | 25                 | 22                 | 25                 |  |
| Subtotal:----          | 15,278         | 12,077         | 169,458            | 153,962            | 169,458            | 9,849          | 8,614                 | 106,080            | 101,694            | 106,080            |  |
| Frozen Cauliflower MT  |                |                |                    |                    |                    |                |                       |                    |                    |                    |  |
| Canada                 | 41             | 108            | 749                | 470                | 749                | 31             | 94                    | 609                | 461                | 609                |  |
| Mexico                 | 955            | 788            | 16,424             | 21,100             | 16,424             | 730            | 590                   | 12,283             | 15,379             | 12,283             |  |
| Guatemala              | 387            | 43             | 1,284              | 1,306              | 1,284              | 321            | 37                    | 1,022              | 1,081              | 1,022              |  |
| Other Countries        | 75             | 19             | 272                | 524                | 272                | 36             | 6                     | 147                | 236                | 147                |  |
| Subtotal:----          | 1,458          | 958            | 18,729             | 23,400             | 18,729             | 1,118          | 726                   | 14,060             | 17,158             | 14,060             |  |

U.S. Imports of Selected Horticultural Products

| Product and Country  |                | Quantity       |                    |                    |                    |                | Values (1000 Dollars) |                    |                    |                    |  |
|----------------------|----------------|----------------|--------------------|--------------------|--------------------|----------------|-----------------------|--------------------|--------------------|--------------------|--|
| Country<br>Region    | Sep<br>FY 1997 | Sep<br>FY 1998 | Oct-Sep<br>FY 1997 | Oct-Sep<br>FY 1998 | Oct-Sep<br>FY 1997 | Sep<br>FY 1997 | Sep<br>FY 1998        | Oct-Sep<br>FY 1997 | Oct-Sep<br>FY 1998 | Oct-Sep<br>FY 1997 |  |
| Frozen Potatoes      | MT             |                |                    |                    |                    |                |                       |                    |                    |                    |  |
| European Union       | 100            | 61             | 582                | 1,491              | 582                | 69             | 39                    | 375                | 888                | 375                |  |
| Canada               | 21,571         | 31,800         | 286,083            | 375,697            | 286,083            | 12,796         | 20,146                | 168,663            | 233,155            | 168,663            |  |
| New Zealand          | 0              | 0              | 71                 | 0                  | 71                 | 0              | 0                     | 86                 | 0                  | 86                 |  |
| Other Countries      | 6              | 1              | 72                 | 1,550              | 72                 | 18             | 6                     | 199                | 346                | 199                |  |
| Subtotal:----        | 21,676         | 31,863         | 286,808            | 378,739            | 286,808            | 12,883         | 20,190                | 169,323            | 234,388            | 169,323            |  |
| Pistachios, Nsh      | MT             |                |                    |                    |                    |                |                       |                    |                    |                    |  |
| Turkey               | 30             | 0              | 516                | 73                 | 516                | 102            | 0                     | 1,942              | 281                | 1,942              |  |
| Singapore            | 0              | 0              | 1                  | 0                  | 1                  | 0              | 0                     | 7                  | 0                  | 7                  |  |
| Hong Kong            | 0              | 0              | 0                  | 0                  | 0                  | 0              | 0                     | 2                  | 0                  | 2                  |  |
| Other Countries      | 0              | 0              | 0                  | 16                 | 0                  | 0              | 0                     | 1                  | 51                 | 1                  |  |
| Subtotal:----        | 30             | 0              | 517                | 89                 | 517                | 102            | 0                     | 1,952              | 332                | 1,952              |  |
| Cashew Nut           | MT             |                |                    |                    |                    |                |                       |                    |                    |                    |  |
| Brazil               | 1,768          | 1,473          | 25,908             | 24,827             | 25,908             | 7,825          | 7,233                 | 117,019            | 111,377            | 117,019            |  |
| India                | 2,662          | 3,236          | 28,903             | 36,592             | 28,903             | 13,145         | 16,214                | 143,602            | 175,013            | 143,602            |  |
| Mozambique           | 287            | 403            | 3,434              | 3,726              | 3,434              | 1,096          | 1,718                 | 12,718             | 13,706             | 12,718             |  |
| Other Countries      | 662            | 1,025          | 4,424              | 9,219              | 4,424              | 2,744          | 4,682                 | 18,977             | 39,345             | 18,977             |  |
| Subtotal:----        | 5,379          | 6,137          | 62,669             | 74,364             | 62,669             | 24,810         | 29,847                | 292,315            | 339,441            | 292,315            |  |
| Filberts             | MT             |                |                    |                    |                    |                |                       |                    |                    |                    |  |
| European Union       | 1              | 7              | 104                | 110                | 104                | 9              | 40                    | 542                | 563                | 542                |  |
| Canada               | 29             | 31             | 168                | 344                | 168                | 36             | 38                    | 185                | 512                | 185                |  |
| Turkey               | 104            | 344            | 3,607              | 4,174              | 3,607              | 463            | 1,495                 | 14,554             | 19,484             | 14,554             |  |
| Other Countries      | 0              | 16             | 49                 | 32                 | 49                 | 3              | 23                    | 137                | 78                 | 137                |  |
| Subtotal:----        | 135            | 398            | 3,928              | 4,659              | 3,928              | 510            | 1,597                 | 15,417             | 20,638             | 15,417             |  |
| Pecans, Nsh          | MT             |                |                    |                    |                    |                |                       |                    |                    |                    |  |
| European Union       | 0              | 0              | 0                  | 0                  | 0                  | 0              | 0                     | 0                  | 0                  | 0                  |  |
| Greenland            | 0              | 0              | 0                  | 0                  | 0                  | 0              | 0                     | 0                  | 0                  | 0                  |  |
| Mexico               | 20             | 466            | 15,267             | 15,723             | 15,267             | 16             | 453                   | 15,699             | 29,000             | 15,699             |  |
| Other Countries      | 0              | 0              | 0                  | 0                  | 0                  | 0              | 0                     | 0                  | 0                  | 0                  |  |
| Subtotal:----        | 20             | 466            | 15,267             | 15,723             | 15,267             | 16             | 453                   | 15,699             | 29,000             | 15,699             |  |
| Roses                | M              |                |                    |                    |                    |                |                       |                    |                    |                    |  |
| Guatemala            | 3,176          | 3,018          | 40,509             | 35,014             | 40,509             | 492            | 472                   | 6,352              | 5,952              | 6,352              |  |
| Colombia             | 34,712         | 28,498         | 590,276            | 639,504            | 590,276            | 6,601          | 5,568                 | 123,965            | 147,729            | 123,965            |  |
| Ecuador              | 17,303         | 15,965         | 234,493            | 284,973            | 234,493            | 3,215          | 2,836                 | 47,404             | 58,295             | 47,404             |  |
| Other Countries      | 4,641          | 4,027          | 54,019             | 56,554             | 54,019             | 1,414          | 1,338                 | 23,236             | 24,885             | 23,236             |  |
| Subtotal:----        | 59,832         | 51,508         | 919,298            | 1,016,044          | 919,298            | 11,723         | 10,214                | 200,957            | 236,861            | 200,957            |  |
| Carnations           | MIXED          |                |                    |                    |                    |                |                       |                    |                    |                    |  |
| Guatemala            | 0              | 0              | 0                  | 0                  | 0                  | 99             | 44                    | 1,369              | 1,225              | 1,369              |  |
| Colombia             | 0              | 0              | 0                  | 0                  | 0                  | 6,840          | 6,358                 | 107,577            | 108,418            | 107,577            |  |
| Ecuador              | 0              | 0              | 0                  | 0                  | 0                  | 711            | 298                   | 4,809              | 4,021              | 4,809              |  |
| Other Countries      | 0              | 0              | 0                  | 0                  | 0                  | 20             | 18                    | 1,258              | 1,970              | 1,258              |  |
| Subtotal:----        | 0              | 0              | 0                  | 0                  | 0                  | 7,669          | 6,719                 | 115,014            | 115,633            | 115,014            |  |
| Chmp & Sprk Wine     | KL             |                |                    |                    |                    |                |                       |                    |                    |                    |  |
| European Union       | 3,621          | 3,936          | 29,976             | 32,450             | 29,976             | 39,381         | 43,075                | 335,410            | 376,878            | 335,410            |  |
| Chile                | 14             | 0              | 80                 | 59                 | 80                 | 33             | 0                     | 334                | 299                | 334                |  |
| Australia            | 14             | 16             | 121                | 149                | 121                | 60             | 72                    | 514                | 657                | 514                |  |
| Other Countries      | 12             | 10             | 115                | 208                | 115                | 27             | 23                    | 354                | 792                | 354                |  |
| Subtotal:----        | 3,661          | 3,962          | 30,292             | 32,866             | 30,292             | 39,500         | 43,170                | 336,611            | 378,626            | 336,611            |  |
| Ft & Verm Wine       | KL             |                |                    |                    |                    |                |                       |                    |                    |                    |  |
| European Union       | 759            | 423            | 8,626              | 7,577              | 8,626              | 1,969          | 1,170                 | 21,364             | 18,847             | 21,364             |  |
| Bermuda              | 0              | 6              | 16                 | 99                 | 16                 | 0              | 17                    | 46                 | 291                | 46                 |  |
| Argentina            | 7              | 0              | 19                 | 0                  | 19                 | 4              | 0                     | 29                 | 0                  | 29                 |  |
| Other Countries      | 0              | 0              | 5                  | 124                | 5                  | 0              | 0                     | 13                 | 194                | 13                 |  |
| Subtotal:----        | 766            | 429            | 8,666              | 7,800              | 8,666              | 1,973          | 1,187                 | 21,453             | 19,332             | 21,453             |  |
| Other Grape Wine     | KL             |                |                    |                    |                    |                |                       |                    |                    |                    |  |
| European Union       | 21,467         | 16,747         | 280,760            | 267,144            | 280,760            | 72,383         | 69,844                | 979,786            | 1,086,078          | 979,786            |  |
| Chile                | 6,199          | 5,568          | 55,970             | 55,920             | 55,970             | 11,579         | 12,464                | 116,316            | 124,083            | 116,316            |  |
| Australia            | 2,382          | 1,930          | 23,057             | 30,652             | 23,057             | 11,429         | 9,147                 | 110,972            | 147,653            | 110,972            |  |
| Other Countries      | 3,112          | 1,957          | 24,723             | 23,047             | 24,723             | 5,057          | 5,583                 | 46,753             | 53,312             | 46,753             |  |
| Subtotal:----        | 33,159         | 26,202         | 384,511            | 376,763            | 384,511            | 100,448        | 97,038                | 1,253,827          | 1,411,126          | 1,253,827          |  |
| Wine, Other Products | KL             |                |                    |                    |                    |                |                       |                    |                    |                    |  |
| European Union       | 368            | 395            | 4,612              | 6,382              | 4,612              | 525            | 486                   | 5,877              | 7,910              | 5,877              |  |
| Canada               | 200            | 194            | 1,540              | 2,162              | 1,540              | 233            | 241                   | 1,743              | 2,609              | 1,743              |  |
| Japan                | 127            | 137            | 1,665              | 1,777              | 1,665              | 562            | 678                   | 7,953              | 8,350              | 7,953              |  |
| Other Countries      | 68             | 75             | 922                | 1,037              | 922                | 142            | 147                   | 1,824              | 1,963              | 1,824              |  |
| Subtotal:----        | 763            | 802            | 8,740              | 11,357             | 8,740              | 1,463          | 1,552                 | 17,397             | 20,832             | 17,397             |  |





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